INDUSTRIAL DEVELOPMENT: SPECIAL REPORT TO SHIPPERS

AUGUST 28, 1967

RAILWAY AGE

THE TRANSPORTATION WEEKLY

McCARTNEY LIBRARY
GENEVA COLLEGE

AUG 28

PLANNING A NEW PLANT?

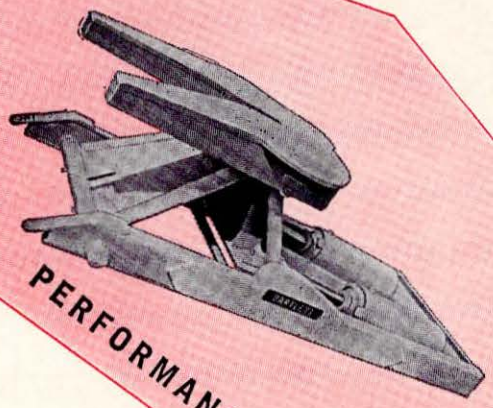
HERE'S HOW RAILROADS CAN HELP p. 29

R067 1116
MCCARTNEY LIBRARY
GENEVA COLLEGE
BEAVER FALLS PA 15010

NEW BARTLETT HYDRAULIC LIFTING 5th WHEEL

M-62 Twin

100,000 LBS. CAPACITY



PERFORMANCE

QUALITY

RUGGED

Recommended for:
HEAVY DUTY
PIGGY BACK OPERATIONS
INTERPLANT...
HEAVY OFF HIGHWAY WORK
ESPECIALLY... STEEL,
ALUMINUM AND
INGOT FOUNDRIES.
WILL LIFT 100,000# 14" HIGH.

Bartlett is constantly improving quality using high alloy steels, (no castings) and increasing unit weights thereby eliminating down time.

OTHER MODELS
INSIDE FRAME MOUNT UNIT AVAILABLE WITH 19¾" LIFT . . . FOR SPECIFIC TRACTORS HAVING AXLE CLEARANCE TO PERMIT LOWER MOUNTING.

More Fleets Use
BARTLETT
HYDRAU. LIFT
5th WHEELS
Than Any Other
•

• *ASK FOR THE NAME OF A USER IN YOUR AREA.*

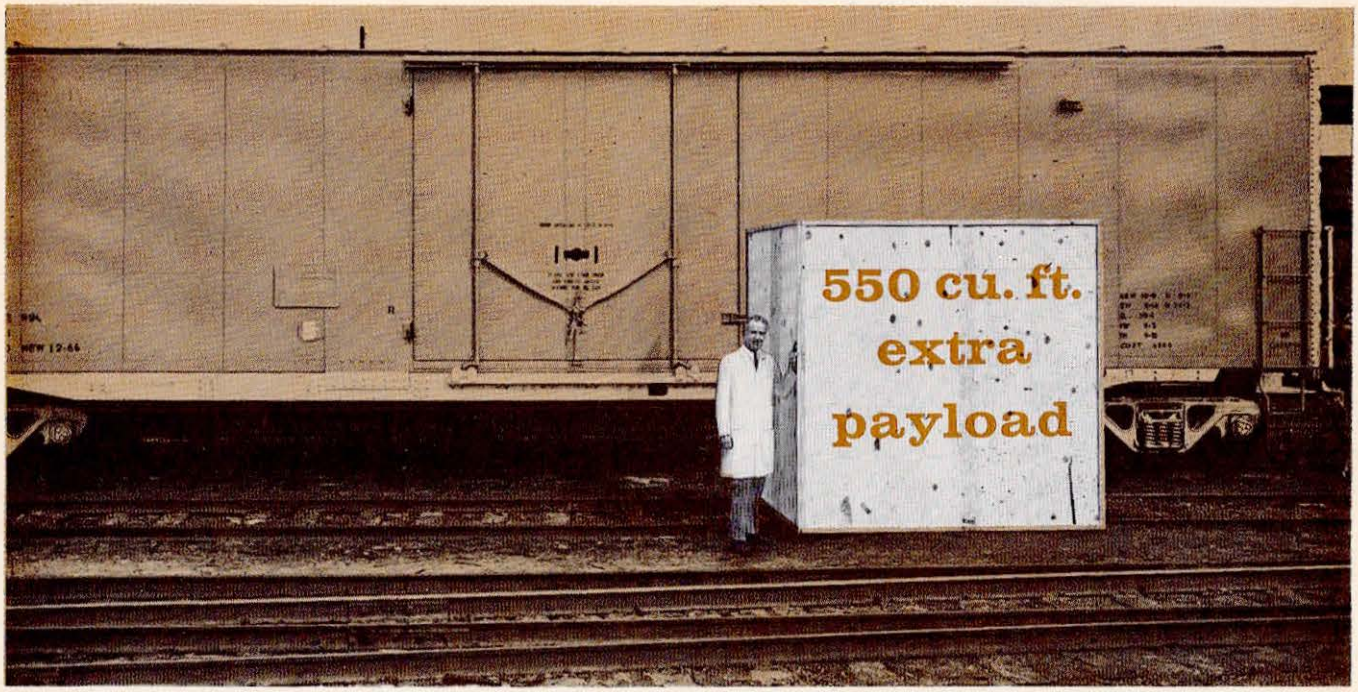
• *DEALERS IN ALL LARGE CITIES*

BARTLETT TRAILER CORPORATION
6850 W. 63rd ST. . . . CHICAGO, ILL. 60638
AREA CODE 312: 586-8200

Circle 38 on reader service coupon

Upjohn's Urethane insulation gives you 550 cubic feet of extra payload per trip

POUR **SPRAY** **FROTH** **SLAB**



You need only about half the thickness of CPR Foam ...it's that much better than its nearest competitive insulating material.

This boxcar can carry 550 extra cubic feet of freight... every trip...because it is insulated with CPR Rigid Urethane Foam.

Even without mechanical refrigeration, CPR Foam will preserve perishable cargo for long periods of time, with liquid refrigerants.

Isonate® System Rigid Urethane Foam is not only the best insulation you can buy, it is also the easiest to install. It can be POURED in place right on the job. It can be SPRAYED in areas you couldn't reach before. It can be FROTHED between the walls. Or it can be installed in prefabricated SLABS trademarked L^{K}_{F} ®

Lowest K-factor

CPR Product Sales, The Upjohn Company
555 Alaska Ave., Torrance, Calif. 90503

☐ *Please send me literature on CPR insulation.*
☐ *Please have a CPR Sales Engineer call on me.*

name, position

company

address

Upjohn
chemicals plastics research
CPR

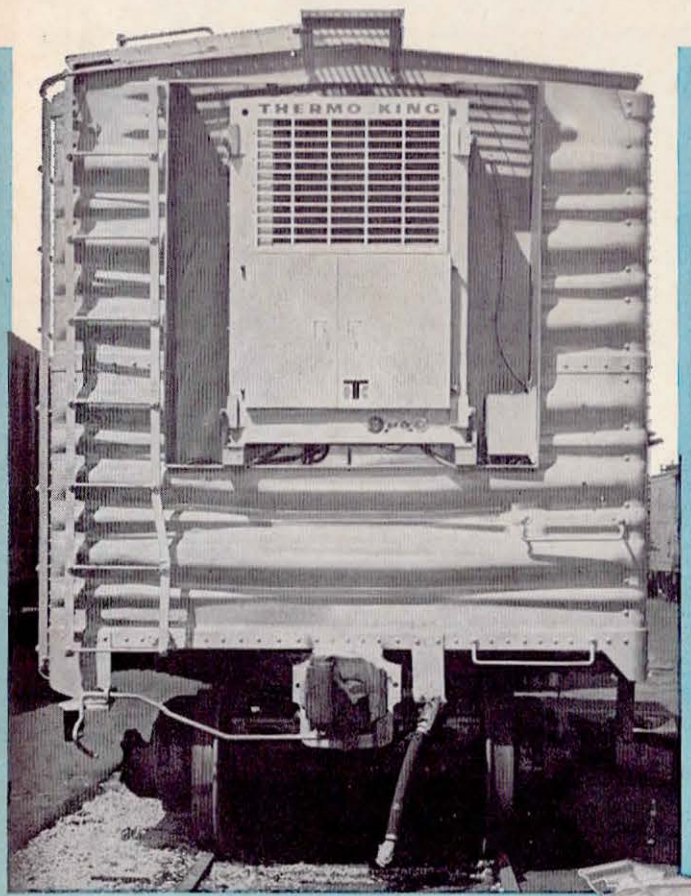
CPR DIVISION THE UPJOHN COMPANY
555 Alaska Avenue, Torrance, California 90503 (213) 320-3550

Circle 3 on reader service coupon

Circle 4 on reader service coupon ►

THERMORATED*

THERMO KING Model NWD INCREASES PAYLOAD SPACE 15% IN ICE BUNKER CAR CONVERSION



- Increases interior length from 33′ to 38′ to add 274 extra cubic feet in 40′ ice cars.
- A one-piece factory-tested unit, ready to run when shipped.
- Unit is simple to install and easy to service.
- Powered by rugged, dependable Mercedes-Benz diesel.
- Offers full range temperature control from −20°F. to 80°F.
- All components specially built for roughest transport conditions.
- Electric power standby option is available.
- A super capacity system that will easily handle 50′ cars as well.

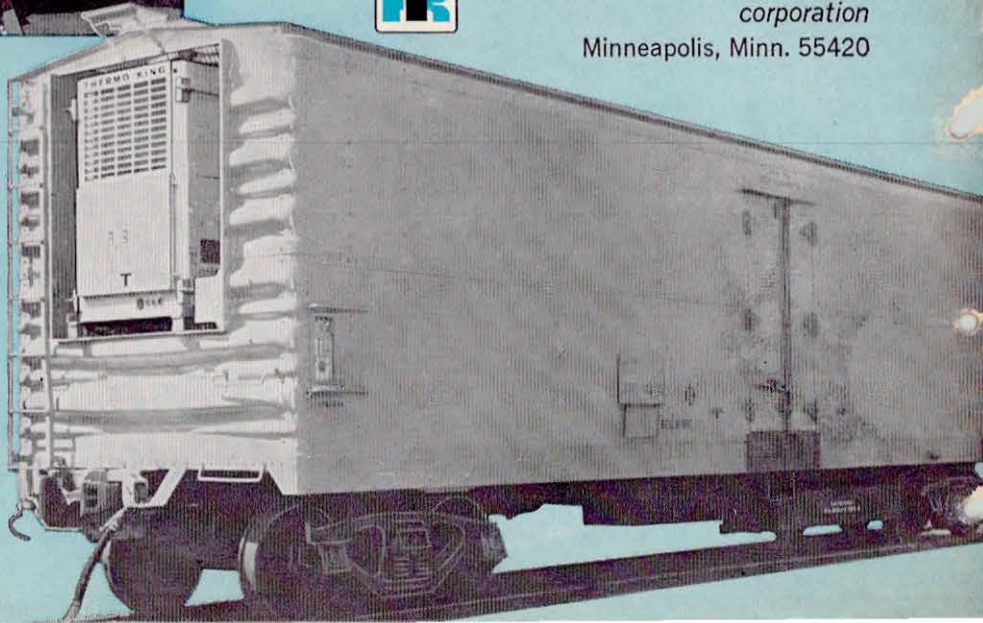
Up front mounting of NWD system offers operational advantages. Condenser is cooled by unobstructed flow of clean air. Unit occupies no floor space, and only a few feet of cargo space. It is economical to operate under all types of transport conditions.

World Leader in Transport Refrigeration

THERMO KING
corporation
Minneapolis, Minn. 55420

Only THERMO KINGS are
***THERMORATED**

- **VERIFIED PERFORMANCE**—Rated capacity with assured reliability
- **JOB ENGINEERED**—Developed for a specific requirement
- **TOTALLY "BUILT-FOR-TRANSPORT"**—Custom components with rugged durability
- **SERVICE/PARTS PROTECTION**—Factory authorized dealers everywhere



RAILWAY AGE August 28, 1967 • Vol. 163, No. 8

THIS WEEK

Editorial and Executive Offices
New York, N.Y. 10007, 30 Church St.
Western Editorial Offices
Chicago, Ill. 60604, 14 E. Jackson Blvd.

ROBERT G. LEWIS: Publisher
LUTHER S. MILLER: Editor
FRED C. MILES: Executive Editor

Managing Editor: Edward F. Donlon
Traffic-Transportation: Gardner C. Hudson
Transit Editor: Joseph Asher
Mechanical:
C. L. Combes F. N. Houser
Art Director: Joel Petrower
Art Editor: Maurice H. Mates
Art Assistant: Marvin Friedman
Editorial Assistant: June Meyer
Director of Research: H. B. Bolander
Librarian: Edith C. Stone
Production Manager: Fred B. Hecht

Chicago
GUS WELTY: Senior Editor
Western News Editor: Frank Malone
Mechanical: Norman E. Gillespie
Engineering:
M. H. Dick R. E. Dove
Signaling & Communications:
Robert W. McKnight E. L. Abbott
Purchases & Stores:
Art Hanford
Editorial Assistant: Wanda Brown

Washington, D.C. 20004,
National Press Bldg.
Washington Editor: Walter J. Taft

London, W.C. 2, England, 4, Talbot House; 98 St. Martin's Lane
International Editors:
Geoffrey Wilson John Levett

Contributing Editors:
Charles Layng
115 West Gore St.
Orlando, Florida 32806

E. L. Woodward
876 Chattanooga Ave.
Pacific Palisades, Calif. 90272

GEORGE DUSENBURY: Editorial Director

C. J. FISHER: Vice President—Sales, New York

For list of sales offices, see index page

INDUSTRIAL DEVELOPMENT

29 Planning a new plant?

There's a natural partnership between firms looking for plant sites and the railroads; here's what it's accomplishing.

30 Make an ID area sing—as Santa Fe does

It takes time to assemble a desirable package of land—and a sense of timing in promoting it.

32 C&NW does a lot with a little land

The North Western orchestrates its ID, adjusting sites carefully to needs of industrial customers.

---

34 Katy: On the inside track to recovery

Two and a half years ago the road was in sad shape, but a lot has happened to change the picture.

46 Traffic Poll: Strikes worry shippers, too

Even a one-day rail strike such as occurred last month can upset shippers. What would longer ones do?

68 Viewpoint—Cut the budget, spite your face

The House gave SCL's auto-on-train demonstration project for D.O.T. the chop—Who will have gained?

DEPARTMENTS

58	As the Editor Sees It	54	People in the News
63	Freight Carloadings	66	Railway Bookshelf
54	Industrial Traffic	7	Short and Significant
56	Letters from Readers	46	Traffic Poll
12	Lines on Labor	62	Watching Washington
8	Monday Morning Report	11	Week at a Glance
63	New Equipment	64	You Ought to Know
50	New Products Report	68	Viewpoint

Railway Age, established in 1865, is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.
Published weekly (except for four issues combining two-in-one) by the Simmons-Boardman Publishing Corporation at 440 Boston Post Road, Orange, Conn.
Railroad employees' subscription rate: U. S. possessions, Canada and Mexico, $6 one year, $8 two years, all others $14 for one year, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year. In other countries, $15 a year. Single copies, 60¢ except special issues. Address all subscriptions, changes of address and correspondence concerning them to Subscription Dept., Railway Age, Emmett St., Bristol, Conn. 06010.
Change of address should reach us three weeks in advance of next issue date. Send old address with new, enclosing, if possible, your address label. Post Office will not forward copies unless you provide extra postage.

Circulation Dept.; John Rogers, Director of Circulation, 30 Church St., New York, N.Y. 10007. POSTMASTER—SEND FORM 3579 TO EMMETT ST., BRISTOL, CONN. 06010.
Printed at the Wilson H. Lee Co., Orange, Conn. 06477. Second-class postage paid at Orange, Conn. and at additional mailing offices.

Hey, Joe!

You oughta see the mess in this car. There's nails, boards, spikes, wire, paper, broken and damaged walls. **THERE HAS TO BE A BETTER WAY.**

There is!

You should see this car. Clean as a whistle. No mess. No clutter. The car has **MacLean-Fogg** Lading Anchors on every post and the doorway. All you have to do is tie down the load safe and sound with steel strap.

Thanks, Joe! We hear you. Tell them, too, that M-F has load securement systems from the simplest to the most sophisticated... from lading anchors to winch and chain mechanisms.

Ask for literature. Mac Lean-Fogg Lock Nut Company.
1048 Allanson Road, Mundelein, Illinois 60060. Tel: 312/566-0010.

M F

IN CANADA: THE HOLDEN COMPANY, LTD., MONTREAL

Circle 5 on reader service coupon

SHORT AND SIGNIFICANT

I.D. on the IC: Aerial picture survey

Illinois Central is making an aerial picture survey of industrial sites in its 14-state territory to help customers locate new plants. As of last week, 68 industrial sites in 40 communities had been photographed in color as well as in black and white. So far this year, IC's industrial development campaign has resulted in the location of 70 new or expanded industries on line, says J. S. Frost, assistant vice president, industrial development. These plants will produce an estimated 60,000 cars of new traffic a year, or about $9.5 million in extra freight revenues.

●

Santa Fe takes to the air

Santa Fe has moved into air freight forwarding by acquiring a 49% interest in Express Air Freight, Inc., a company with headquarters in Scotch Plains, N.J. Acquisition was made through Santa Fe's fully owned subsidiary, Chanslor-Western Oil and Development Co. Stock will be placed with an independent trustee until the Civil Aeronautics Board takes action on Santa Fe's application for control of EAF. The purchase price was not disclosed.

●

Byham leaves AAR for Stock Exchange post

The railroad industry is losing its top computer specialist. Carl L. Byham, data systems vice president of the Association of American Railroads, will leave the AAR to take over the automation programs of the American Stock Exchange. His title at the Exchange will be vice president, data systems division. Byham joined the AAR in 1964 as executive director of the then new data systems division. This year he was named a vice president of the association with responsibility for creating the industry's new TeleRail Automated Information Network, a nation-wide computerized car location system.

●

New Tokaido Line sets passenger record

The high-speed New Tokaido Line of the Japanese National Railways carried its 100-millionth passenger last month—two years and nine months after the inauguration of the service. JNR officials recalled that when the project was in the discussion stage, it was mocked as "a silly undertaking tantamount to building the Great Wall of China in the 20th Century." The line is now carrying an average of 150,000 passengers daily, and JNR has plans for big extensions of the service to other areas.

●

Three grain terminals for rent-a-train

Cargill, Inc. announced plans to spend $8 million on construction of three new export grain terminals in Illinois. According to H. Robert Diercks, executive vice president of the firm, the new terminals will be built at Clinton, Gibson City and Tuscola, all in the east central portion of the state and designed to receive, condition, store and ship corn and wheat—and take advantage of new rent-a-train rates proposed by the Illinois Central (RA, Aug. 7, p. 8). Each facility will have a storage capacity of 2-4 million bushels apiece. Work will begin when rent-a-train service becomes available.

●

D.O.T. and ICC have traffic data program

A joint program to reduce the "data gap" in freight traffic information has been launched by the Department of Transportation and the Interstate Commerce Commission. Among features of the program will be its review of the adequacy of the Commission's one per-cent way-bill project. The review will consider alternative effort for gathering railroad traffic-flow information.

MONDAY MORNING REPORT

Go North, Young (Railroad) Man

It used to be taken for granted that opening up a region's resources first of all meant putting in a railway. In the era of superhighways, pipelines and bush airlines, that may not seem to be the case any more. But a look around in Canada and Alaska won't support the idea: New rail construction, planned or under way, is proving that, now as much as ever, a rail link is the way to bring out the potential of undeveloped regions.

Plenty of new lines a-building

Among examples, in recent years are the 900-mile Northern Alberta system; the 400-mile Great Slave Lake Railway, also in Alberta; and, now under construction, the 75-mile branch line of the Canadian National to Bruce Lake, Ontario. Some weeks ago, the Alaska state government and Department of Transportation officials gave the go-ahead for a feasibility study of a 500-mile extension to the Alaska Railroad. Also in the past month, the British Columbia provincial government chartered the Kootenay & Elk Co., to build a 68-mile link between Canadian coal mines and the Great Northern's main line at Eureka, Montana.

Progress on the Alberta Resources line

Making big progress right now is the 235-mile Alberta Resources Railway, which will link the Peace River District of British Columbia with the Canadian National's main line at Brule, 15 miles west of Hinton, Alberta. Begun just in the past year, the line has already seen the Mile 85 post reached with rails, and it's anticipated that the remainder will be ready for traffic by the end of 1968. The Peace River region is already served by the Northern Alberta line down to Edmonton. But from the point of view of traffic moving westward to Vancouver, the route is circuitous; the new line will cut 370 miles off the distance to Vancouver. In addition, thousands of square miles of untapped territory below Grande Prairie, Alberta will be opened for agriculture, coal, sulphur, and gypsum, and the pulp paper industry. The Canadian National was given the task of planning and building the new line; but the moving spirits behind construction are the provincial government in Edmonton and the federal government in Ottawa.

It's quite an engineering job

The idea that great engineering feats in railroad-building are a thing of the past is also jolted by the ARR project. The new line crosses some of the most difficult terrain in the Canadian Rockies, and recalls the task of putting through the transcontinental lines of the Canadian National and Canadian Pacific over half a century ago. There will be seven major bridges, including one 2,800-ft long, and 10 lesser structures of timber and steel. The single-track line will climb from an elevation of 3,240-ft to the 4,970-ft level about 60 miles north of Hinton, then drop to 3000-ft over the next 50 miles to make the Smokey River crossing. The river is crossed twice more on the way north. Several chasms had to be bridged, among them Flood Creek, where 650,000-cu-yds of fill created an embankment 175-ft high—reportedly the highest of its type in North America.

. . . but worth the trouble

There have been difficulties, for instance a landslide that set back work on one section for about a week. But the '68 deadline is considered realistic; the original deadline was a year beyond that. Is it worth spending $85 million to build such a line? There is no doubt about that in the minds of provincial officials. By opening up the new territory, they say, additional sources of coal, minerals and paper will inject new life into the domestic economy, grain rates will become competitive with those from other western regions, and Canadian exports will get a big boost.

Every day we add a little something to aluminum/railroad experience.

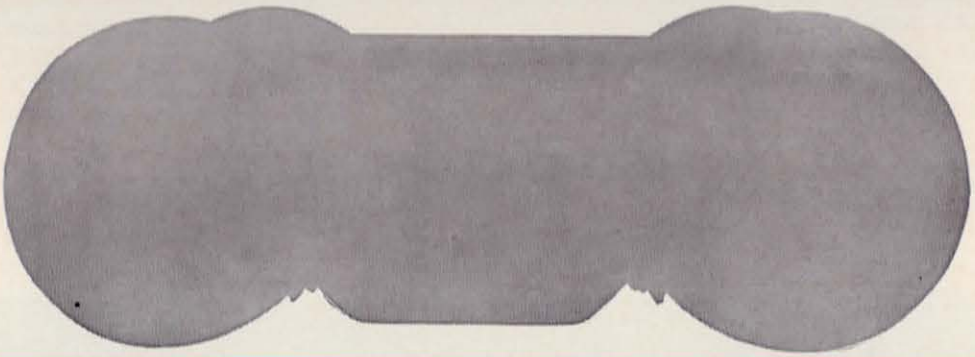
Like a couple of 92-car aluminum unit trains, for example. And 36 more cars to grow on. We helped design them. Helped build them. Supplied the aluminum plate and extrusions for them.

Good for us, sure. But good for you, too. Because along the way, we added to the specialized knowledge and equipment that's helped solve many a freight-hauling problem. And helped build many a tank, covered hopper and open-top hopper car.

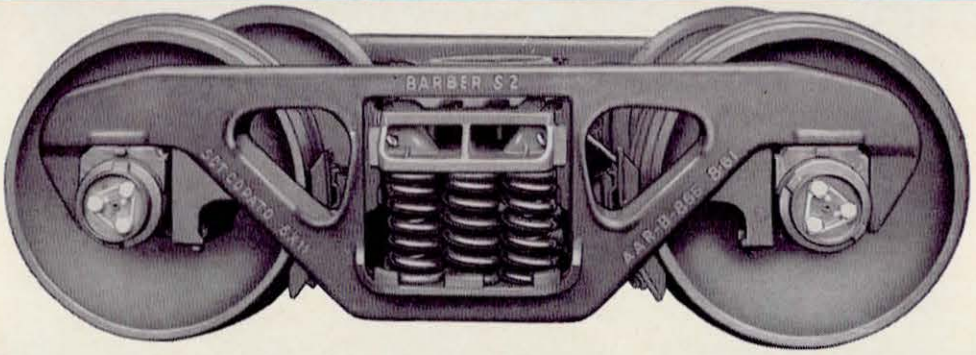
So if you're considering a unit train operation, contact us. We'll pass along our experience. There's one small catch. You may have to listen to a few dozen practical reasons for using Dow aluminum. Write The Dow Chemical Company, Metal Products Department, Midland, Michigan 48640.

DOW

The only one *"Just as good"*...



...is another BARBER Stabilized Truck



The Barber Stabilized Truck has no equal. Its "Total Design Concept" makes it unique—makes possible greater lading protection, longer life and lower maintenance. First cost is lower too!

"Talk to the Man from Barber"

BARBER

STANDARD
CAR TRUCK COMPANY
CHICAGO • PHILADELPHIA • MONTREAL

3626

Circle 7 on reader service coupon

◀ Circle 6 on reader service coupon

WEEK AT A GLANCE

A break for Erie Lackawanna commuters

A new lease of life appears to be ahead for Erie Lackawanna commuter operations. State of New Jersey officials announced conclusion of an agreement with E-L whereby the state will put up $80 million over the next five years, both to subsidize commuter operations and to underwrite important capital expenditures for new rolling stock.

The state program is part of a $400 million ten-year program announced last year by Gov. Richard Hughes, designed to upgrade mass transport in the state.

Under terms of the present agreement, New Jersey will put up $4.2 million annually for the next five years to cover losses on E-L suburban services. At the same time, the state will plough some $60 million into a capital improvement program that includes purchase of 255 new air-conditioned commuter cars.

There was give and take on both sides prior to the agreement. The railroad, which had been receiving subsidies from the state for several years running, previously turned down a subsidy for this year, claiming the level of funding was too low to cover E-L losses, and that the only course left was to curtail commuter operations sharply.

The state had been complaining that the railroad refused New Jersey transportation officials a voice in decisions on how the money gets spent. It's expected that the present settlement will inject new life into a drooping service and at the same time give the state more of a hand in planning the type and level of service.

First TurboTrain moves east to New Haven

United Aircraft moved the first of its TurboTrains for the New Haven from Chicago to Providence, prior to commencing revenue service this fall (RA, June 19, p. 25). The train is one of two three-car units assembled at Pullman-Standard's Hammond, Ind. plant, and underwent speed tests at up to 100 mph in the Chicago area. UAC, which designed the train, just activated a maintenance facility in the Rhode Island city to continue the test program over the next two months. Part of the program calls for runs at speeds up to 160 mph on a high-speed stretch of PRR trackage in New Jersey.

Stock Exchange honors railway carbuilder

Pullman, Inc., and its corporate ancestors have been paying quarterly dividends for 100 consecutive years—a milestone of such significance on Wall Street that the New York Stock Exchange invited officers of Pullman to New York for a luncheon party in honor of the occasion. Picture at right was taken as G. Keith Funston, president of the Exchange (left), formally congratulated Pullman President W. Irving Osborne, Jr., for a quarterly-payment record that is exceeded only by one other company (and then only by three years). Pullman's Palace Car Co., a predecessor of Pullman, Inc., was organized in 1867; according to the Stock Exchange, the 400th quarterly dividend payment (70 cents per share) will be made on Sept. 14 to stockholders of record Aug. 14. The Exchange points out that there are only about a dozen companies whose quarterly-dividend records go back to the 19th century.

Burlington probes plastics' potential

Plastic roof panels insulated with foamed polyurethane are now going on two Burlington RB-type insulated cars at the road's Havelock, Neb., shop. "This is another example," says W. J. Quinn, Burlington president, "of how railroading is changing as a result of technological progress." The cars are also to be equipped with plastic doors, a lightweight arrangement easier for shippers to open and close.

Scheduled next on Burlington's plastics program is a crosstie of heavy-density polyurethane expected to weigh about 100 pounds, at least 150 pounds lighter than a comparable oak tie. It is planned that the mold will produce corrugations to prevent slipping and that the tie should have five times the life of a wood tie. Though present cost is about twice that of wood ties, mass production is expected to lower price level.

The plastic car roof, claimed as a "first" in American railroading, will be installed in 13 sections on each of the prototype cars. A refined design should reduce this to six sections on future cars. Each section consists of a skin of polyester reinforced with fiberglass which encases a 5-inch thickness of the foamed insulations. The design, which is seen as improving a car's insulating qualities while being as strong as a conventional roof, will be riveted to the tops of steel sides and ends. It cuts approximately a ton from the car's weight.

Quinn notes that the Burlington pioneered the use of polyurethane foam almost ten years ago, making possible the building of cars so different that they are potent tools in gaining new traffic.

GUS WELTY'S LINES ON LABOR

WELTY

MANAGEMENT IN HANDCUFFS isn't usually good management—and yet there seems to be an increasing amount of pressure in rail labor organizations to put union "management" in bracelets. The Brotherhood of Railway Clerks has felt the pressure, through a series of convention resolutions aimed at forcing leadership to obtain membership approval of new contract agreements. And now the Brotherhood of Railroad Signalmen has actually changed its operating law in a way that dilutes the power of its negotiators to enter into an agreement. BRS isn't going all the way to a membership referendum. But it's going a good part of the way.

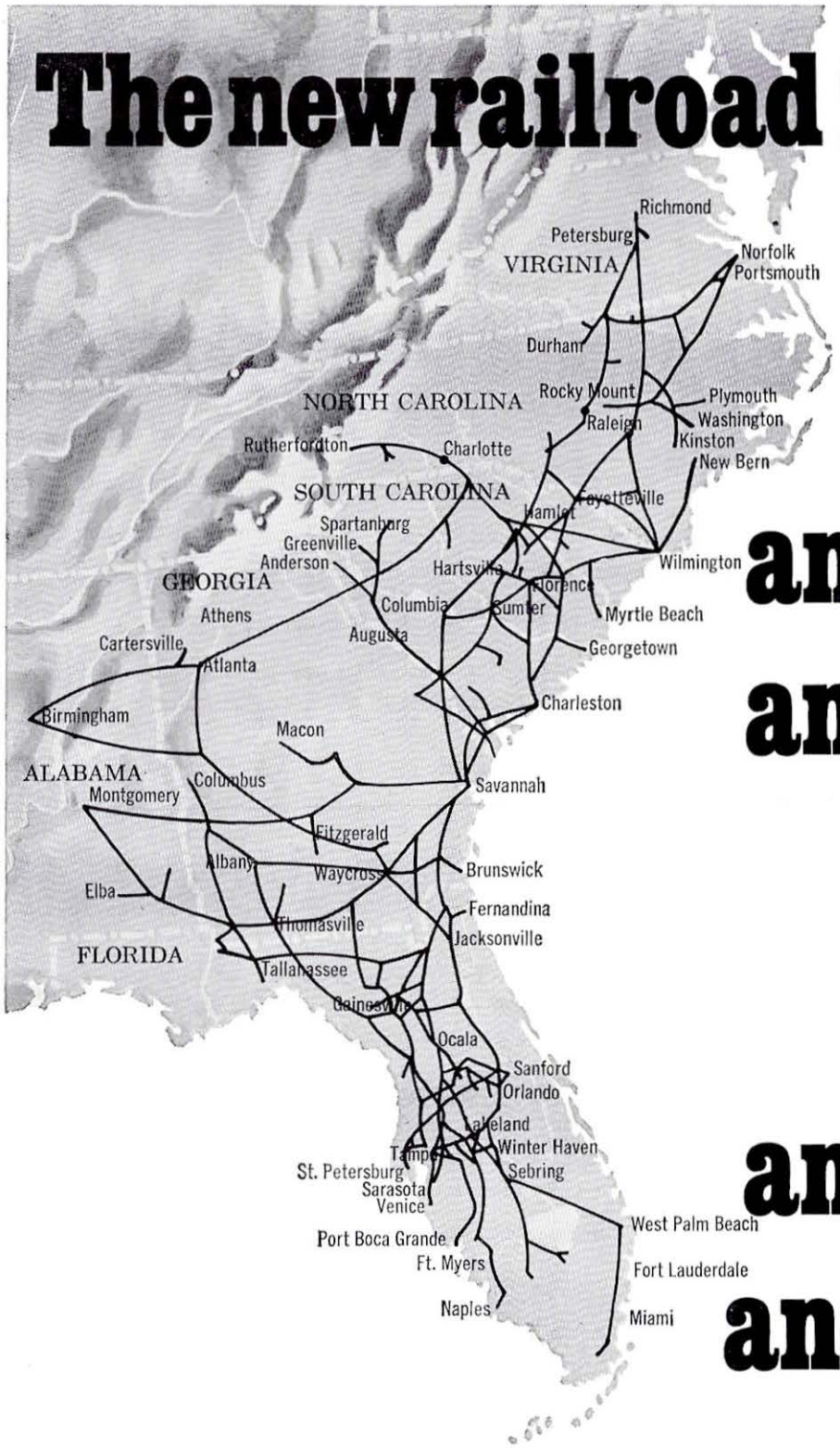
GOING INTO CONVENTION, the Signalmen's committee on laws was confronted with a number of resolutions calling for a vote of the members on national agreements. To its credit, the committee decided that the proposed resolutions "are not susceptible to practical application under legislation by which we are bound." Unfortunately, as some would see it, the matter didn't end there. Instead, the committee put forth an alternative plan which would have done nothing more than to formalize custom by requiring Grand Executive Council approval of agreements reached through national movements.

THIS DIDN'T SATISFY the delegates. Their reaction was to put the final power, not only of agreement ratification but also of Section 6 proposal, in the hands of the general chairmen. From now on, no national-movement notices may be served and no national-movement settlement concluded without approval of a majority of the chairmen.

THERE ARE, of course, various ways of looking at such situations. If you knock broad participation in decision-making, you're accused of being anti-democratic. On the other hand, if you support it to the extreme, what you're really saying it that there's no sense in having leaders. And, going from academic arguments to practical considerations, you pretty quickly bump into the fact that meaningful negotiations are hard to come by if the negotiators don't have the authority to negotiate to a conclusion. Case in point: The Switchmen's Union of North America, an organization with able leaders and able negotiators—who are unable to sign an agreement with a Doc Wolfe or a Jack Hiltz without first going after the advice and consent of the rank-and-file.

UNION PEOPLE have always seemed to take a fierce pride in the fact that their leaders sat with management's leaders as equals at the bargaining table. Now, the trend appears to be to make the union negotiators less than equal, And who can this hurt—besides the union itself?

The new railroad is here and here and here and here and here and here and here.



In fact, Seaboard Coast Line goes practically everywhere in the Southeast. We have nearly 10,000 miles of track throughout six of the region's fastest growing states: Virginia, the Carolinas, Georgia, Florida, Alabama. It's going to make things a lot easier for everyone. Shippers. Travelers. And industrial site seekers alike. Because now we can meet practically all of your transportation or plant location needs in the Southeast. Welcome aboard for services that are going to get better and better. The new railroad is here.

SCL SEABOARD COAST LINE RAILROAD

Circle 15 on reader service coupon

Nature helps USS Cor-Ten Steel railroad cars take care of themselves ... in any season

Nature's elements—rain, sleet, snow—help railroad cars made of USS Cor-Ten High-Strength Low-Alloy Steel maintain themselves. Intermittent moisture causes a tight oxide coating to form on the inside surfaces of the cars and at scratches or breaks in the paint on the outside surfaces. Cor-Ten Steel thus protects itself, and also prevents undercutting and flaking of the paint. This action results from Cor-Ten Steel's superior resistance to atmospheric corrosion—5 to 8 times as good as that of carbon steel.

Paint lasts up to twice as long on Cor-Ten Steel than it does on structural carbon steel. More than that, Cor-Ten Steel is about 40% stronger. Good reasons why some USS Cor-Ten Steel cars built in the Forties are still in service.

Owners like the longer life of hopper cars built with COR-TEN Steel. Shippers like the greater dependability of COR-TEN Steel equipment. Whether you build or use hoppers, gondolas, reefers, boxcars or whatever, the special properties of USS COR-TEN High-Strength Low-Alloy Steel will work hard for you in all kinds of weather. Next time you lease or buy, check on it.

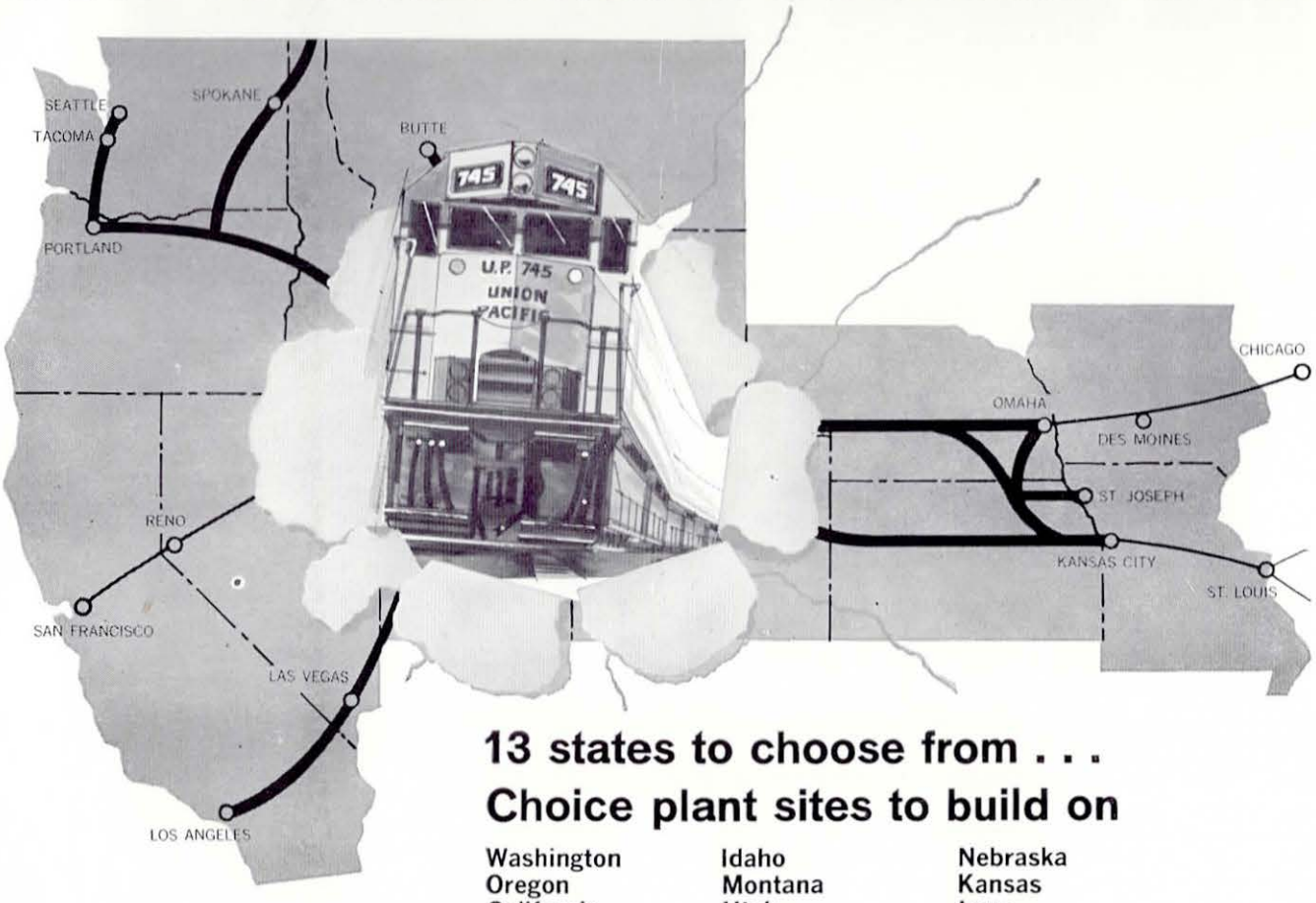
Contact our nearest sales office for the latest information on USS COR-TEN Steel or the entire USS Family of Steels. Or write United States Steel, Room 4789, 525 William Penn Place, Pittsburgh, Pennsylvania 15230.

USS and COR-TEN are registered trademarks.

USS United States Steel: where the big idea is innovation

Now that you've decided to move

MOVE TO UNION PACIFIC'S BOOMING WEST



13 states to choose from . . .
Choice plant sites to build on

Washington	Idaho	Nebraska
Oregon	Montana	Kansas
California	Utah	Iowa
Nevada	Wyoming	Missouri
	Colorado	

Let us help you locate the site best suited to your purpose.

Union Pacific's fully equipped transportation facilities will mesh effectively with your manufacturing and marketing requirements.

Vital statistics on labor, business and political climate, natural resources, water, and power supply are confidentially available to you. Contact: Edd H. Bailey, President, Union Pacific, Omaha, Nebr. 68102.

UNION PACIFIC RAILROAD

GATEWAY TO AND FROM THE BOOMING WEST

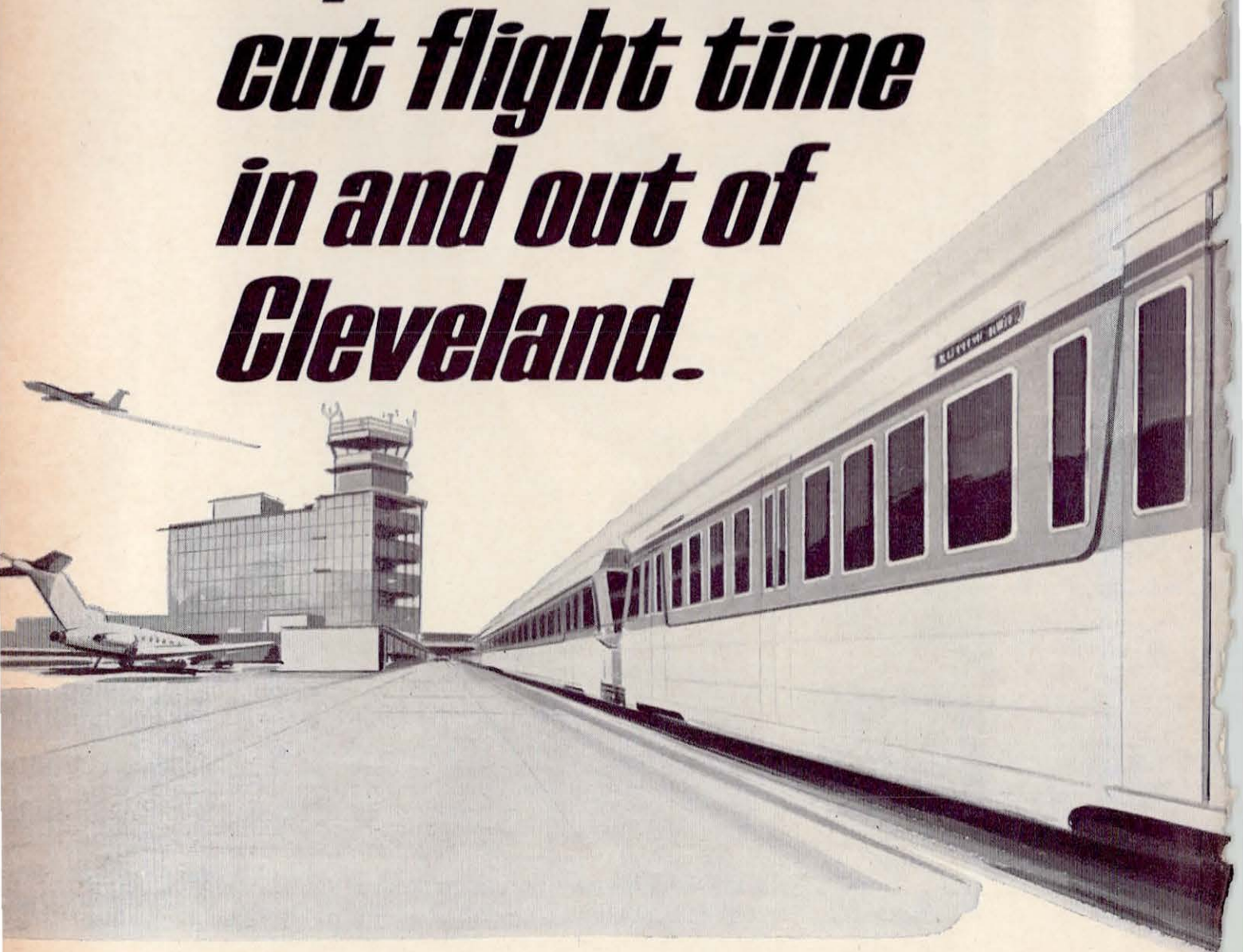
Canadian Pacific

IAN D. SINCLAIR, PRESIDENT
Canadian Pacific Railway Co.

"With ships, trucks, and planes, Canadian Pacific is more than a railway, yet Railway Age is in the top priority list for our people. We strive to be alert to new ideas and trends—the kind of advance information that Railway Age gives us every week with speed, pungency and accuracy.

"In this era of exploding information, Railway Age sifts the significant and gives meaning to the mass of knowledge about our total transportation industry."

NEW Rapid Transit cars cut flight time in and out of Cleveland.



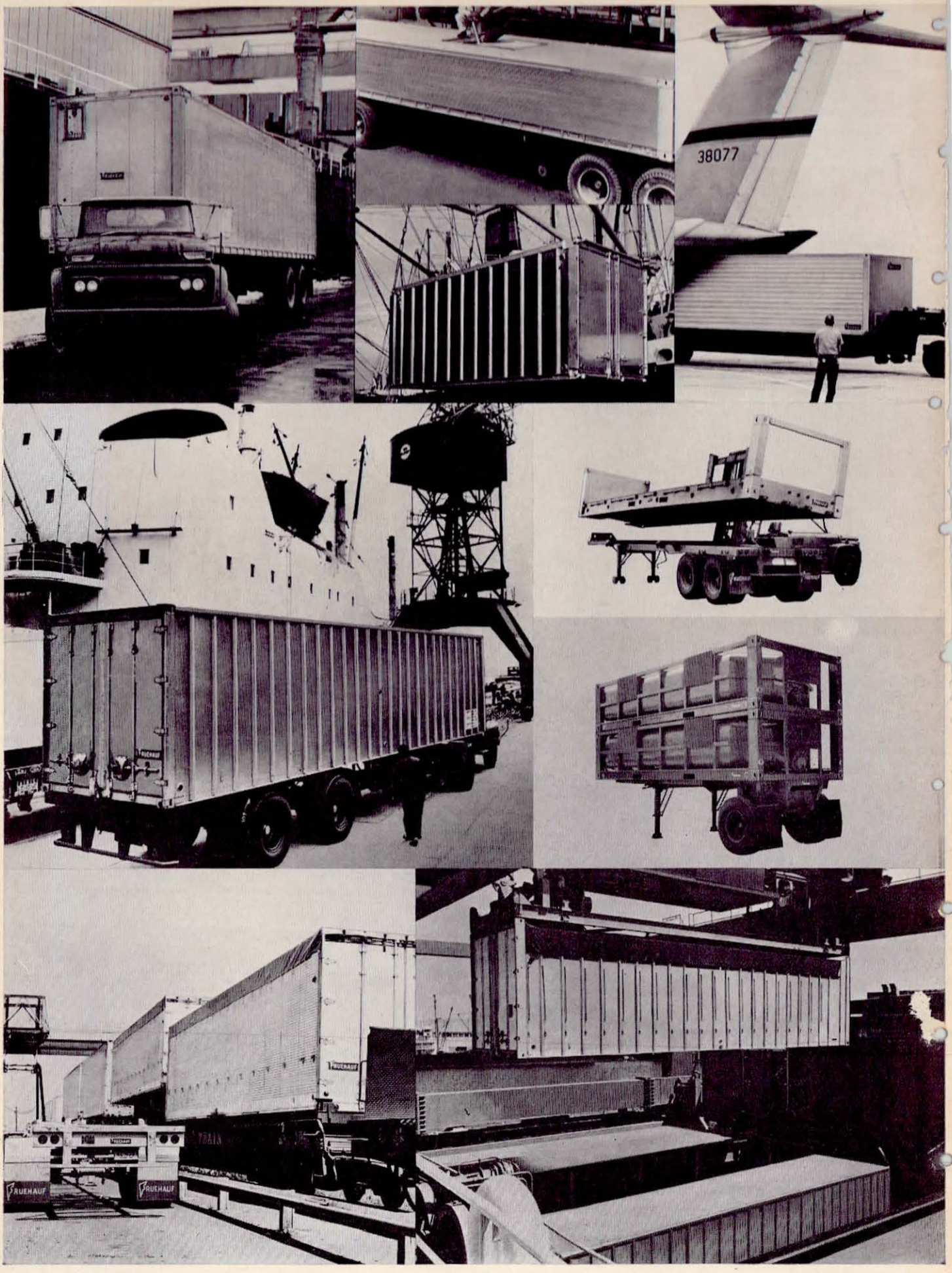
Soon 20 new Pullman-Standard stainless steel transit cars like this one will zip passengers from the doorway of Cleveland Hopkins International Airport to downtown in just 20 minutes. The Cleveland Transit System's new trains will be the only system in the nation making a direct city-to-airport connection.

The new cars are 70-footers, seating 80 passengers in air-conditioned comfort. All cars will ride smoother, more reliably and at lower cost on Timken® tapered roller bearings. Original CTS cars roll on Timken roller bearings, too. Timken bearings are made of fine case-carburized steel for extra toughness. Tapered designed to take both radial and thrust loads—or any combination.

The Timken Roller Bearing Company, Canton, Ohio. Also makers of fine alloy steel and rock bits. Timken bearings sold in 116 countries, manufactured in Australia, Brazil, Canada, England, France, South Africa and the United States.

TIMKEN®
TAPERED ROLLER BEARINGS

Circle 9 on reader service coupon


38077
FRUEHAUF
FRUEHAUF

GOING YOUR WAY!

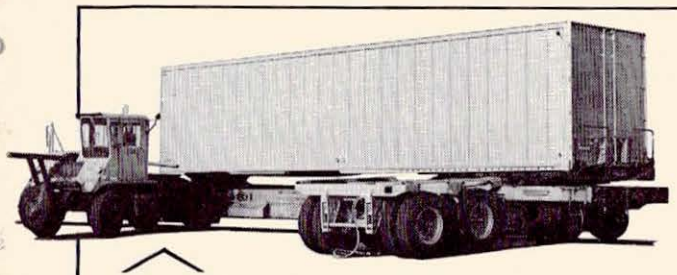
FRUEHAUF Containers take the guesswork out of interchangeability—meet every hauling challenge.

You name the cargo and choose the route: road, rail, sea, air, or any combination. Fruehauf builds a container that's scientifically designed to handle your shipment efficiently, with less handling, less breakage and virtually no pilferage. For small jobs, container sizes start at 8'x8'x10'. Giant 40' semi-trailer-type containers take the big shipments in stride.

Fruehauf's basic lineup includes: dry-freight containers, closed or open top; tank type; insulated and refrigerated units; platforms; car-haul and livestock units. Fruehauf also provides pre-painted aluminum panels and extrusions which offer the ultimate in corrosion resistance. For the answers to *your* container questions, write for Fruehauf's new brochure: *Materials to Market*. **Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Mich. 48232.**

Some prominent operators now using Fruehauf Containers

• Container Marine Lines • American President Lines • Grace Line
• Matson Navigation Company • Sea-Land Service, Inc.
• Southern Railway System • United States Lines • Xtra, Inc.



The Fruehauf Flexi-Van System is designed for speed, simplicity, economy and versatility. Containers can be side-loaded onto railcars (outfitted with turntables) without use of costly, complicated lifting equipment or fixed installations. Adapts to all transportation modes.

Fruehauf's Patented Couplable Container System offers the flexibility and interchangeability of (1) two twenty-foot single axle containers on chassis operating as separate units, (2) tandem forty-footers when coupled, (3) container boxes with chassis detached, stacked for sea or rail transport.

FRUEHAUF CONTAINERS
Warehousing in Motion

U. S. Seaport Service Branches: Baltimore • Boston • Houston • Jacksonville • Kearny, N.J. • Los Angeles • Maspeth, Long Island • Miami • New Orleans • Norfolk • Philadelphia • Portland, Ore. • San Francisco • Seattle • Tampa • Complete container service facilities are also located at many inland Fruehauf Branches in the United States and Canada—as well as overseas.

A Fruehauf means more . . . more when you buy or lease it . . . use it . . . trade it!

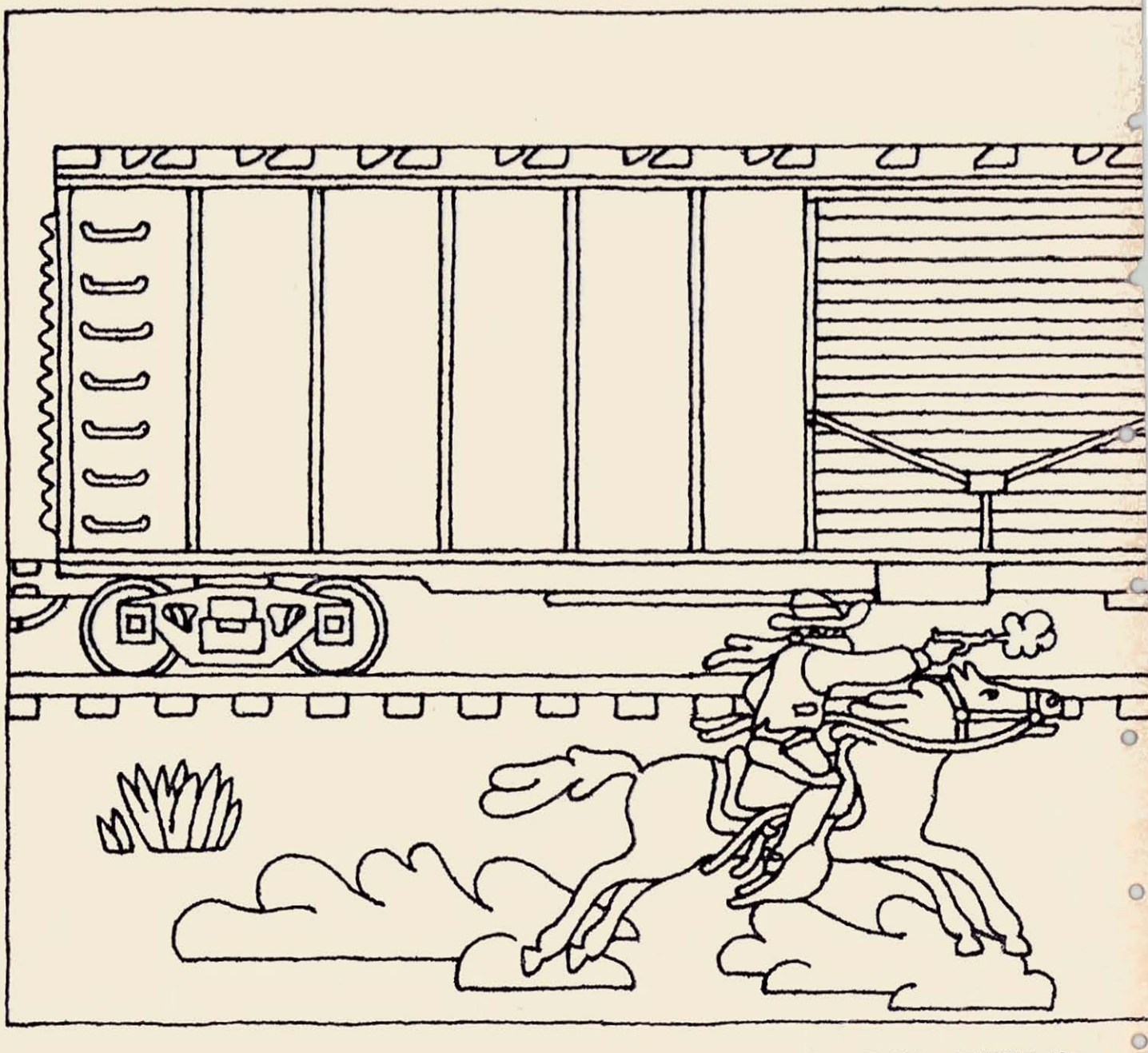
Circle 10 on reader service coupon

Alcoa Aluminum saves you from the Great Train Robbery:

Aluminum boxcar components do away with profit-robbing deadweight. Add up to 10,000 extra lb of payload per car!

Change for the better with
Alcoa Aluminum

ALCOA



Heavy components burglarize boxcars. Steal away profits you richly deserve!

Now, Alcoa comes to the rescue with lightweight aluminum components. They knock off deadweight. Increase payloads. Reduce repair costs, too.

Aluminum roofs save as much as 1,880 lb on a 60-ft car.

Aluminum doors can be opened and closed easily by one man. A 20-ft double-door set weighs only 1,450 lb. Lasts longer. Never needs paint.

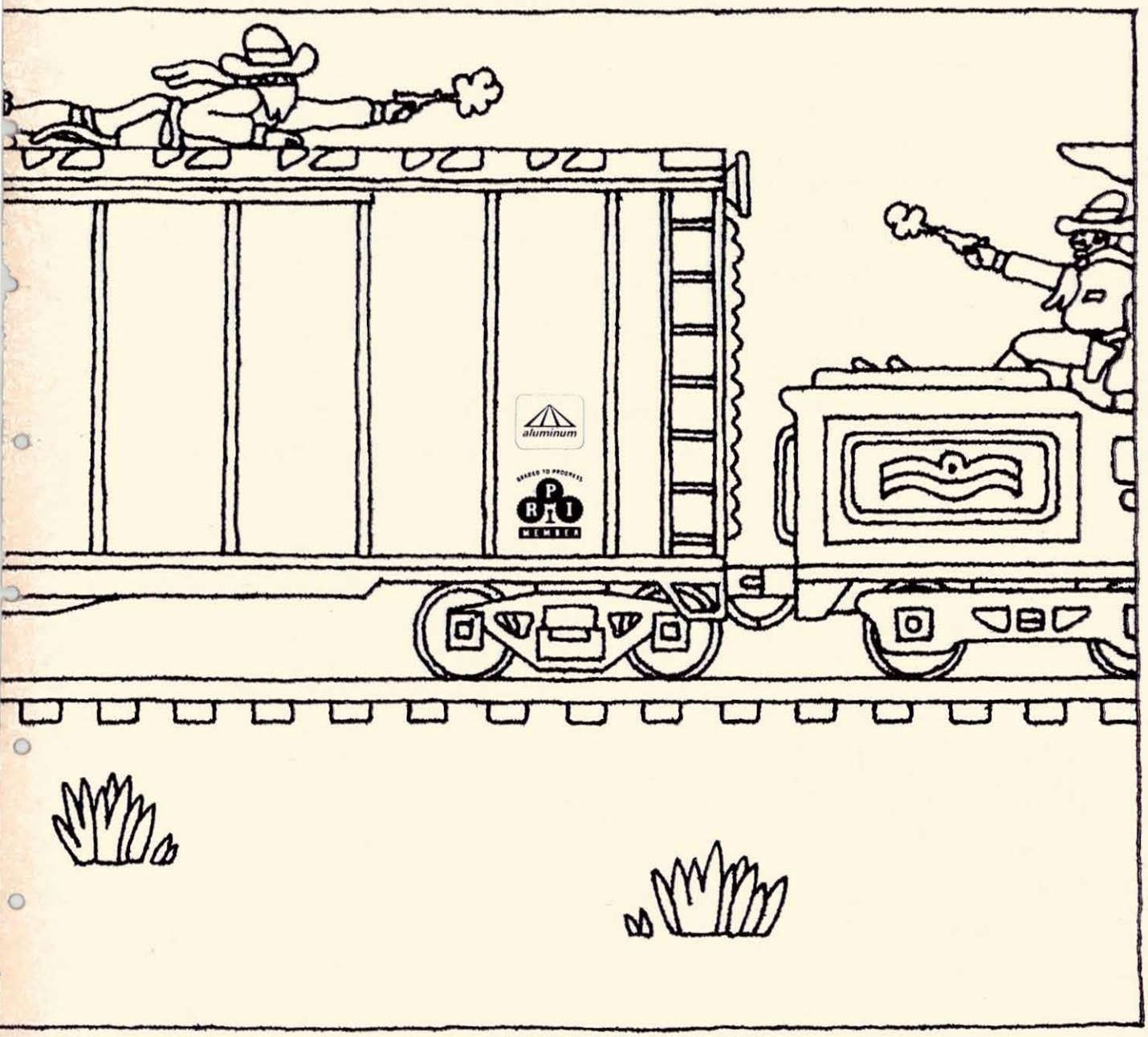
Aluminum nailable floors save 2,000 lb over their steel equivalent.

Aluminum bulkheads and extruded lading bars protect cargo. Absorb heavy shocks with no damage. Never splinter. Are easily handled by one man.

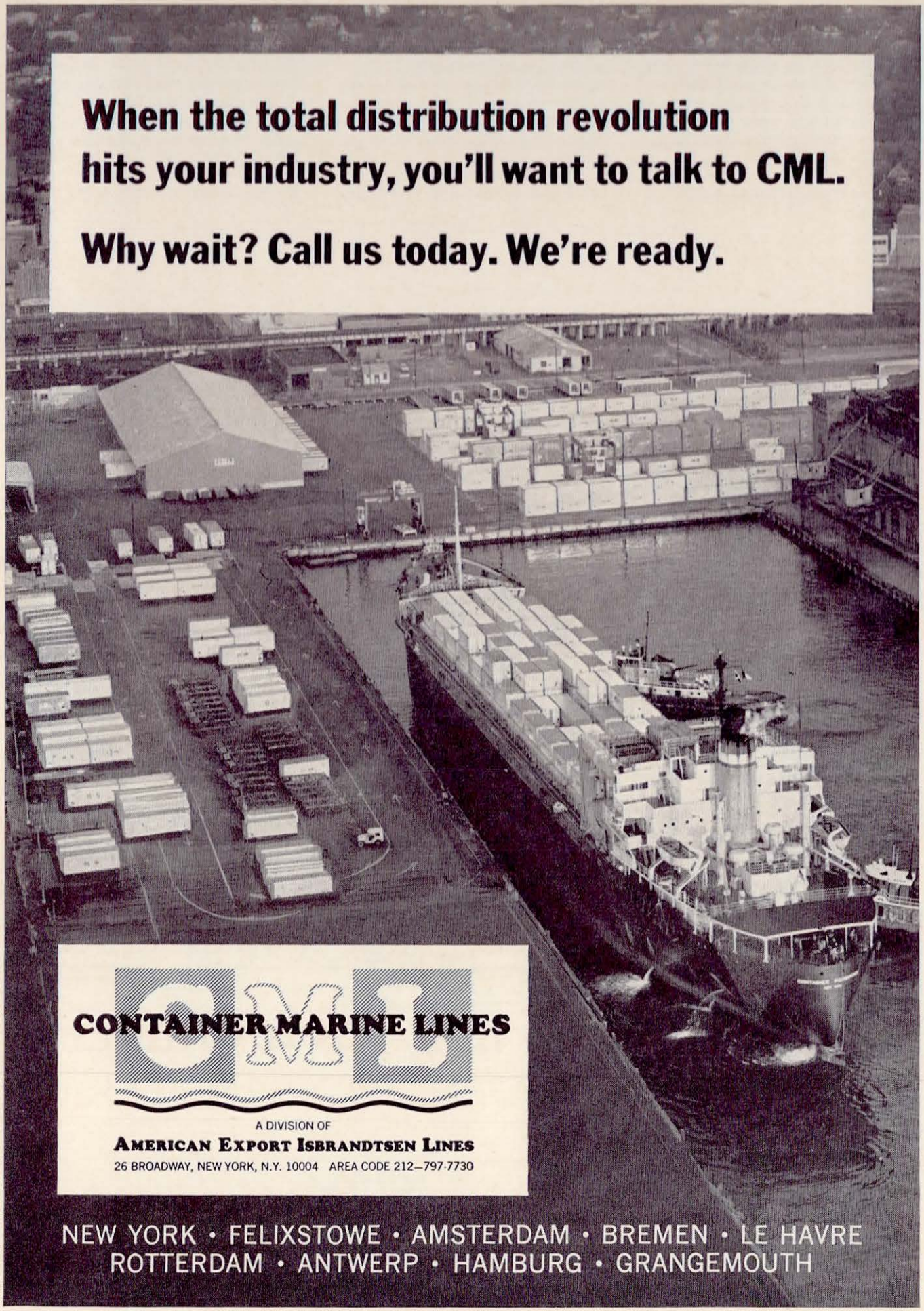
Boxcar side linings have a high strength-to-weight ratio. Corrosion-resistant and easily installed.

Aluminum car ends lighten a car up to 1,700 lb. Need little maintenance for long life.

Don't let heavy-handed cars pilfer your profits. Specify Alcoa® Aluminum components on your next equipment order. They increase payloads by heroic proportions! Write Aluminum Company of America, 1690-H Alcoa Building, Pittsburgh, Pa. 15219.

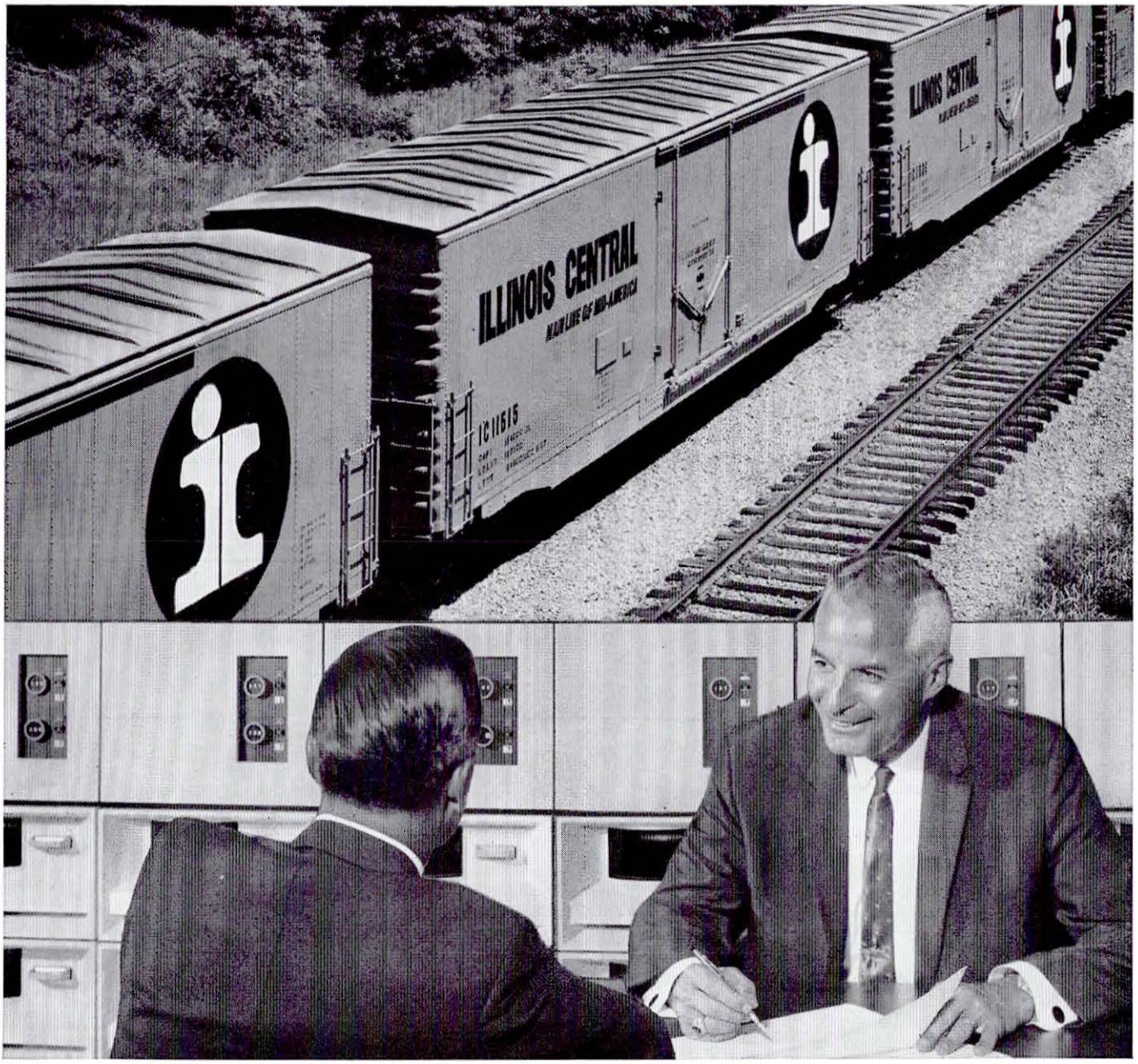


Circle 11 on reader service coupon


When the total distribution revolution hits your industry, you'll want to talk to CML.
Why wait? Call us today. We're ready.
CONTAINER MARINE LINES
A DIVISION OF
AMERICAN EXPORT ISBRANDTSEN LINES
26 BROADWAY, NEW YORK, N.Y. 10004 AREA CODE 212—797-7730
NEW YORK • FELIXSTOWE • AMSTERDAM • BREMEN • LE HAVRE
ROTTERDAM • ANTWERP • HAMBURG • GRANGEMOUTH

Circle 12 on reader service coupon

Illinois Central's new math "multiplies" freight cars



BRAINFARE has the formula

Working toward the day shippers can have all the cars they want when they want them is something that's getting the undivided attention of BRAINFARE. And we've found the formula! Add, then multiply! First, we're adding $52 million in new cars. Then BRAINFARE will multiply the work they do by targeting cars where they're needed most, reducing wasted car time and tightening delivery schedules. BRAINFARE'S mainspring is our new computer-communications network. Shippers will find our new math adds up to more profitable distribution than ever before. Find out what Illinois Central can do for you. Talk to your nearest Illinois Central sales representative or Howard Powell, Traffic Vice-President, 135 East Eleventh Place, Chicago, Illinois 60605. Phone 312-922-4811.

BRAINFARE is Illinois Central's new total warfare program against outmoded concepts of transportation. We've marshaled our best human and electronic brains into problem-solving task forces to zero in on your total distribution and marketing needs.

Main Line of Mid-America **ILLINOIS CENTRAL RAILROAD**

Circle 13 on reader service coupon

Circle 14 on reader service coupon ▶

DOOR MUST BE
CLOSED & LOCKED
BEFORE MOVING CAR

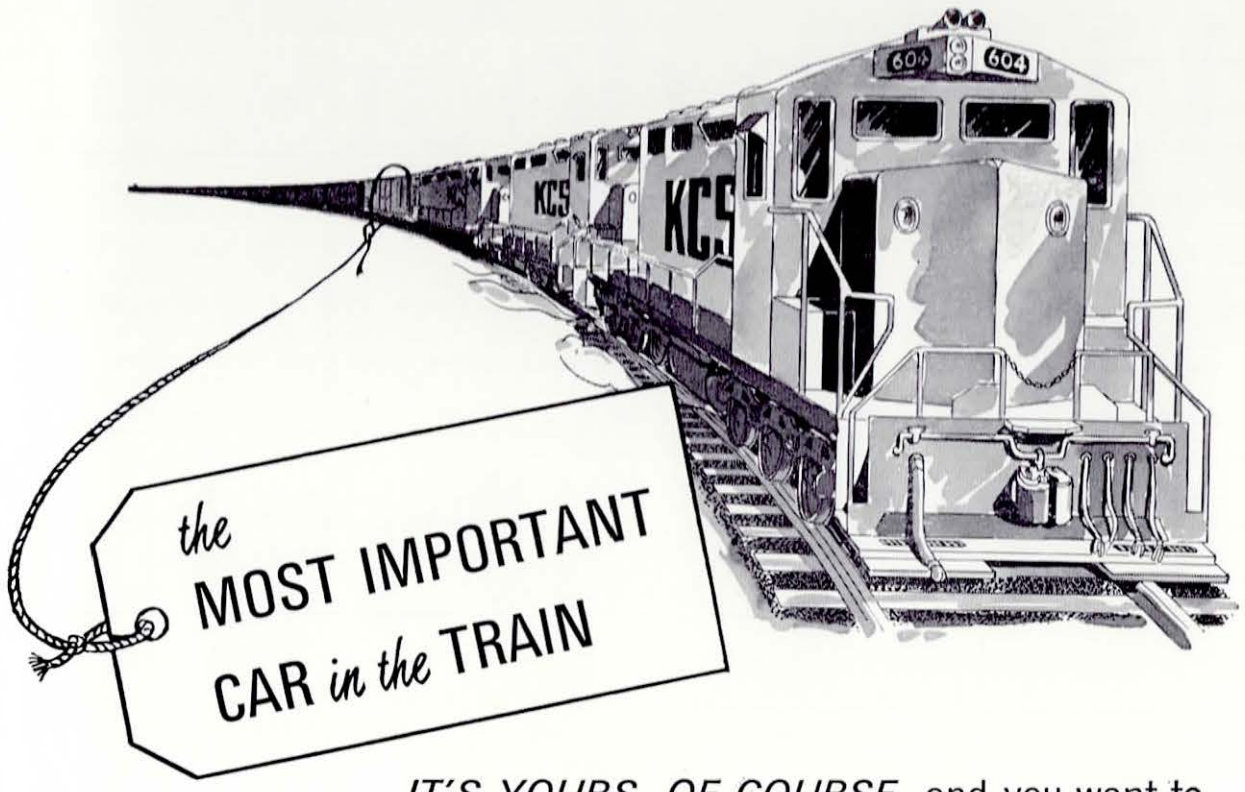
Now we open the door to doors.

Once upon a time, you could buy a Pullman-Standard box car with a P-S sliding door. But if you needed another type, you bought somebody else's door. And so did we. But we discovered some great new things opening and closing other people's doors, and so we've opened a whole line of doors of our own. They're the finest new doors you can buy—plug, sliding or combination, in any size, in any quantity, to fit any car. Even somebody else's.

Pullman-Standard
WORLD'S LARGEST RAIL CAR MAKER

RPI
RAILWAY PROGRESS INSTITUTE

PS
A Division of Pullman Incorporated
200 South Michigan Avenue, Chicago, Illinois 60604



IT'S YOURS, OF COURSE, and you want to keep posted on its whereabouts and when it will arrive at destination.

All that's easy now...for our computerized car tracing system enables you to know immediately how your shipment is doing.

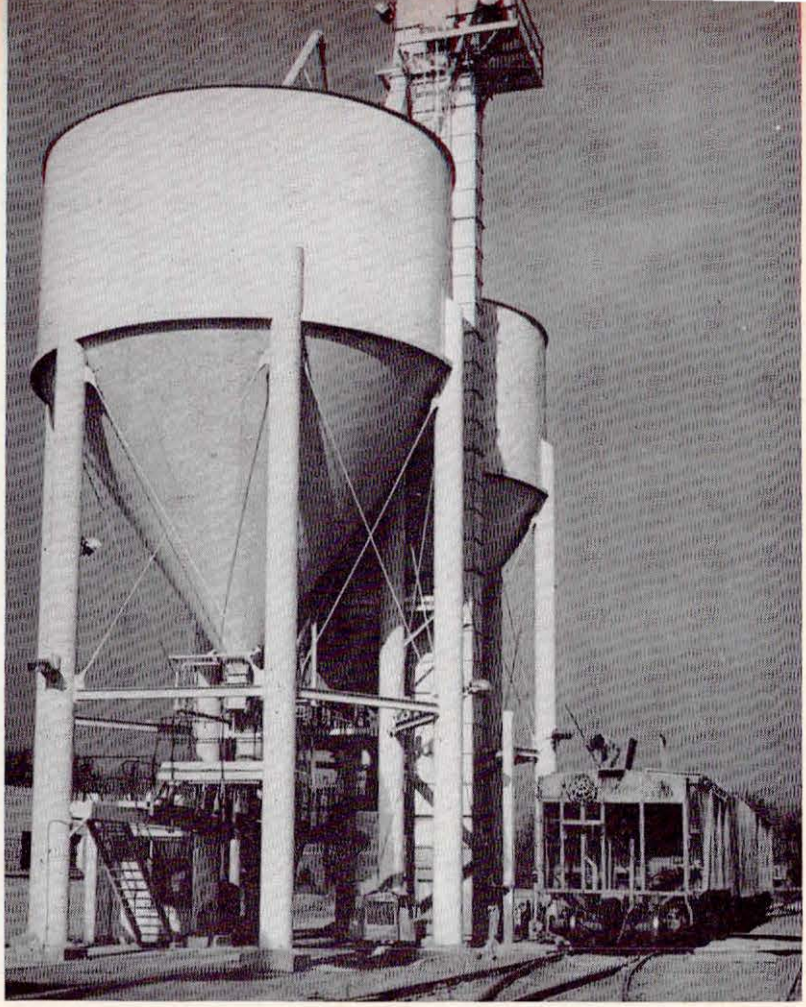
By punching a code and car number in your own Telex or TWX, or phoning our nearest traffic office, you'll be pleased with the results!

Your request will bring further information, including a booklet detailing this new, quick service.

KANSAS CITY SOUTHERN Lines

J. W. SCOTT
Vice President—Traffic
KANSAS CITY, MO. 64105
Tel. 816 VI 2-0077

Circle 37 on reader service coupon



NEW PLANTS come in many shapes and sizes—and railroad ID men take a long look at all kinds of prospects.

PLANNING A NEW PLANT?

HERE'S HOW RAILROADS CAN HELP

Industry needs — and wants—a helping hand in picking the site for a new plant. And nobody, it's generally recognized, can give the kind of aid that railroads can.

For many roads, the name of the game is growth. For a few, less fortunate, the game is survival itself. And in either case, nobody is more of a key man than the officer—vice president, director, manager or whatever—in charge of industrial development.

When traffic's trending upward, the ID man can put the icing on the cake. But when the trend turns down, he's the man they look to, to put a bit of fresh bread on the table. He's in the enviable position of having a job that gains in importance no matter which way the economic winds may blow.

● **Revenues add up.** It takes only a look at the record to show the contributions industrial development departments have been making, in terms both of new industries located and of new revenues obtained:

—New York Central's ID activities last year brought 239 new plants on-line. New installations, along with the expansion of more than 90 existing industries, are expected to add about $31 million a year to Central's revenues. Only in the years when major steel plants have located on NYC was that new-revenue figure exceeded.

—For Norfolk & Western, '66 was a good year for new industry and an exceptionally good one for expansion of on-line industry. Over-all, 310 companies announced plans for new facilities or plant expansions. For N&W, this will mean about $15 million annually in new revenues.

—In Pennsylvania territory, some 350 industries either came on-line or expanded. These developments alone will provide about $17 million in revenues. And, PRR notes, location of the new industries "will raise the level of the general economy, creating new jobs and new related businesses."

—Reading's experience is one that demonstrates the ID man's role both in promoting growth and in stemming losses. New industries, 27 of them, will produce about $600,000 in annual revenues. But, as Reading points out, the year also saw the loss of 16 industries which had been putting about $275,000 a year into railroad revenue totals.

—Lehigh Valley checked in with a successful ID showing, with 39 new or expanded industries expected to add approximately $900,000 to revenues.

—In the West, Frisco is one of a number of roads actively working on the traffic diversification of an area once heavily dependent upon agriculture. During '66, 146 new plants went into operation on Frisco, 38 other facilities were expanded. Together, the newcomers and the expansionists will give the road about 35,000 carloads of revenue freight a year. In addition, as 1967 began, Frisco had a "backlog" of new industries scheduled to go into production this year or in '68 or '69. Revenues of about $8.8 million a year will be coming from these plants.

—Katy is another troubled road which looks to ID for a major boost toward profitability. Katy's revenues dropped sharply during the first half of the '60s, and recovery is just now under way. Traffic officers concede that their road has lost a lot of traffic which it may never get back. And that's one

reason why last year's ID record, involving almost 100 companies and about 1,000 carloads a month, is so important.

—Atlantic Coast Line, in its last year before merger with Seaboard Air Line, topped the 300 mark in new industries located and existing ones expanded. For the railroad, that record translates into more than 95,000 revenue carloads and more than $11 million in freight revenues annually.

—Like roads in the Southwest, those in the Southeast are benefiting from industrial diversification. Southern cites this factor as a major one in its forecast for good ID days ahead, and Southern saw industry moving in at a near-record pace last year. New industrial investment in Southern territory totaled $730 million, with the chemical industry heading the list. Additional revenues coming from this growth are estimated at $18.8 million.

● **Records being set.** That quick swing around the country gives an indication of the success railroads have been enjoying in attracting new business, and in building revenues. But it's far from being the whole story.

Across the border to the north, for example, is what may be the prime ID success story of 1966, Canadian National's 464 new resource developments, manufacturing plants and warehousing facilities and its 180 industrial expansions.

Back in the States, such major western roads as Santa Fe, Southern Pacific and Union Pacific came off excellent ID years in '66 with excellent prospects for '67. All three are working to build up land-banks of industrial property; Santa Fe alone now has more than 22,000 acres of industrial land at 70 points on its lines.

Impressive, too, were the ID records of a number of smaller roads. Chicago Great Western came into the year with 41 new permanent industries on-line and with almost as many existing plants expanded. The Georgia Railroad located new industries at a rate of three a month. Rio Grande prospered as the economies of Colorado and Utah developed at a rate exceeding the national average.

For a number of roads, '66 was a record year, or close to it. Industrial expansion in Great Northern territory was at a five-year high, with 125 new industries locating on GN lines. Milwaukee saw its income from the leasing of railroad property pass the $2-million mark for the first time in history. Seaboard reported industrial development activity on-line at the highest level of any recent year, in terms of capital investment.

● **Organizations strengthened.** Both '66 and '67 have also been times for strengthening of railroad ID operations. Rock Island, for instance, took a searching look at its situation and made its move last year, combining the industrial development and real estate departments. As RI puts it, "new managerial techniques were adopted to improve efficiency and to better serve customers' ID needs. Sales and lease agents were given special training to sharpen their skills in handling industrial, lease and real estate matters." Rock Island also launched a surplus-land sales program, and it began a reappraisal of leased property in an effort to put rental returns on a more realistic basis.

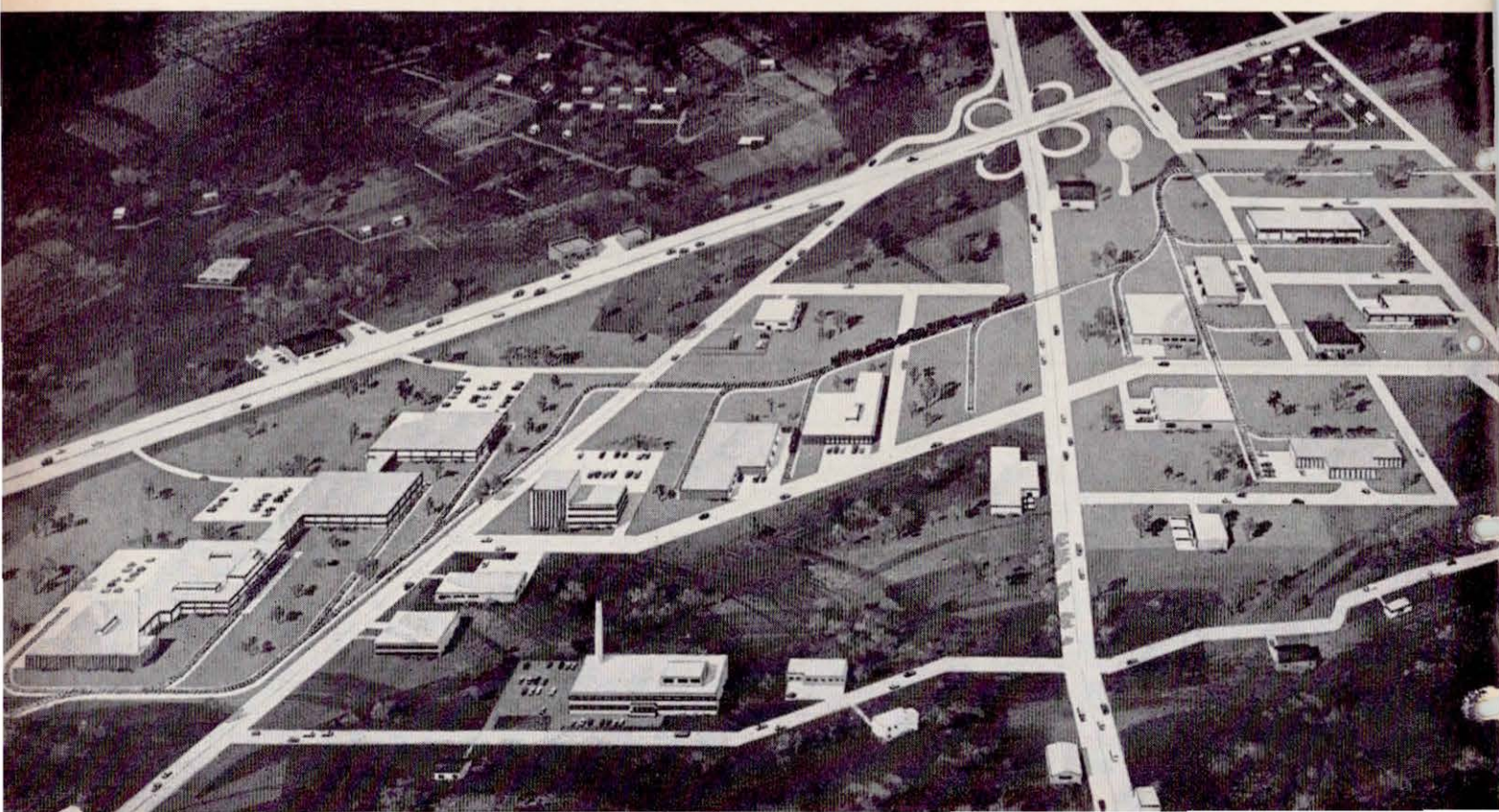
Katy also went through a reorganization of the industrial development department, with the aim of getting a more aggressive operation. And Great Northern, on July 1, set its ID program up as a wing of the marketing department, with an assistant vice president at the helm.

Also of note is what seems to be an increasing emphasis on industrial development in railroad advertising. Western Maryland even went so far as to make its shareholders unofficial ID salesmen by enclosing a copy of an industrial development brochure with the 1966 annual reports as they were mailed out.

All the investment in ID, however,

INDUSTRIAL DEVELOPMENT

Making an ID area sing: Here's



isn't being made by the locating industries. Over the past several years, railroads have sunk more of their own money into ID-related projects than they have for a number of years.

Some of this investment is in short trackage—CN, for example, installed 82 miles of private sidings and industrial spurs last year. But a good bit of the new track is in what, to a short line, would be a most respectable bit of railroad line.

The list is an impressive one. There's Santa Fe's 37-mile line in New Mexico linking a Kaiser Steel coal operation with the ATSF main. There's Frisco's 37.2-mile Lead Belt line in Missouri, which will be opened officially late next month. And there's the Waynesburg Southern, another coal line, which represents a kind of joint venture by PRR, Baltimore & Ohio and Pittsburgh & Lake Erie.

● **A changing job.** Recent years have seen rail-oriented industrial expansion involving capital investment in the billions of dollars and new rail freight revenues in the hundreds of millions. Recent years have also seen certain changes, mostly subtle, in the role of the ID man.

For one thing, industries looking for a plant site are getting more and more oblique in the way they go about it. Industrial-development men have a keen sense of balance, to go with the qualities of patience and perseverance they've always had to have.

ID files, these days, are being more liberally sprinkled with case folders in which the ID man was the hidden, not the obvious, hero. There have been, for instance, cases in which the location of an industrial complex was fairly well decided before the railroad knew for sure whom it was dealing with. There have also been cases where an ID presentation bombed out, the railroad figured the plant was lost—and a year or so later, the industry came in for a big chunk of land for a good revenue-producing facility.

Cases like these are one reason why ID men want to do two things: (1) Make as many direct contacts as possible, on a continuing basis; and (2) make sure the company and what it has to offer are kept before the business public through whatever type of advertising-public relations program may be judged most effective for the job that has to be done.

Added complications, too, can come from industry's increasing use of ID consultants, in one form or another; from a stirring of interest in ID on the part of companies selling other forms of transportation; and from a kind of railroad-relaxation based on the off-line service capability piggyback provided.

Consultants can be dealt with, if the basic ID story is right. The competition can be handled—it's late coming into the ID field, and railroads still have a better over-all transportation package to offer. Relaxation seems to be a more real danger, as some railroad men may figure that piggyback—with its potential for serving off-track customers—makes the traditional industrial-development effort less than vital.

At the same time, ID men would say that TOFC offers just one more opportunity—an addition to, not a substitute for—the continuing effort to bring new revenue-producers into direct railroad affiliation for both carload and TOFC business.

● **Good years ahead.** At the end of 1966, railroad industrial-development officers were looking at '67 as an extension—even an improved extension—of '66. It hasn't quite happened that way, in a number of cases, because of the tight-money situation, because of the suspension of the investment tax credit which hung over industry for the first half of the year, because of uncertainties in the economy generally. But '67 will still be a good ID year. For '68 and beyond, the land-banks are growing. And so is the expertise of today's railroad ID man, a man who grows as does the job he has. ■

how Santa Fe did it at Argonne

Good promotion, that's what it was. Like a far-seeing manager who waits to land a prominent tenant before announcing a new property's availability. Santa Fe postponed the debut of its Argonne industrial district near Chicago for half a year. That was so the Band-Aid people, Johnson & Johnson, could tape together additional acreage.

The opening of the 1,500-acre district and plans for location of a $3-million J&J installation were announced jointly April 25, 1967. Santa Fe had begun negotiations in August 1966 with the J. J. Garibaldi organization of Hoboken, N.J., consultants for Johnson & Johnson, and with J. T. Harrington, Jr., a Chicago broker. By November, Santa Fe knew Johnson & Johnson was the industry interested in the site.

The railroad had only 177 of the desired 330 acres in the exact spot the company preferred, but adjacent parcels were available at prices higher than Santa Fe was prepared to pay. Johnson & Johnson elected to pay the price and requested Santa Fe to proceed with the acquisition of two adjoining farms that provided the desired configuration.

"Since the original district opening had been postponed pending installation of water and sewerage systems, we concluded that a joint announcement of the district opening and location of a major industry justified further postponement of a few months," says George W. Cox, Santa Fe vice president-industrial development.

● **Planned for growth.** Johnson & Johnson is now constructing a sales and distribution facility on the site. The area is sufficient to provide for future expansion in the midwest. Band-Aids, baby powder, Micrin and surgical items will start moving from Argonne early in 1968. According to David R. Clare, J&J executive vice president, the site was selected "because of its excellent transportation facilities and its proximity to our major midwestern market areas. The proposed sales and distribution services facility will allow us to provide optimum customer service for our growing Midwest market. The building will be similar in design to the Johnson & Johnson facilities in New Brunswick, N.J., and Sherman, Tex., and will combine attractive appearance with the most modern of warehousing techniques."

The new Santa Fe industrial district takes its name from the Argonne National Laboratory that lies east of the area, 25 miles southwest of downtown Chicago. Divided between two counties, DuPage and Will, the area is located strategically at the intersection of Interstate Highway 55 and alternate U.S. Highway 66. It soon will be bisected by the proposed Chicago "Outer Loop" Highway, FA61.

Santa Fe's experience at Argonne is a case history in patience—in the time needed to assemble the land necessary

for creation of an attractive industrial district. The assembly of Argonne started nearly nine years ago, in October 1958, with the purchase of 175 acres. It was completed seven years later with the purchase of a 153-acre tract. During that time Santa Fe acquired 16 other parcels ranging in size from six-tenths of an acre to 273 acres. The smallest was a sliver of land needed to square out part of the area. The largest acquisition contained the estate of a Chicago industrialist, complete with cottage and swimming pool. Until it's required for industry, the cottage is being leased for residential purposes.

Acting as Santa Fe's agent was a well-known Western Springs, Ill., realtor, H. G. Rhoads. He was authorized to obtain the property either by option or direct purchase without revealing his client's identity.

● **How it's done.** According to Cox, "this is standard procedure to prevent skyrocketing prices which might result from the land owner's knowing Santa Fe was the buyer." Actually, the railroad paid prices that ranged from two to five times greater than the then-current value of farm land. "One of the many problems involved," Cox adds, "was that to obtain one particular parcel, the realtor had to negotiate with 17 heirs."

Some interesting deals were made in the assembly process. One parcel was obtained from a widow by purchasing and swapping a farm in Indiana for her property. In another instance it was necessary to provide a life-estate arrangement under which a 90-year-old farm owner will be allowed to live out her life rent-free on the property for which she was paid. In another case, Santa Fe made a "side agreement" on a five-acre parcel to allow the owner to remove a red barn when development-time comes.

Most of the area was acquired before Santa Fe applied for re-zoning from farming to light-industrial class. "By acquiring nearly all the property before setting about getting it re-zoned for our purposes, we took a slight chance. However, it seemed unlikely that the local governments would block a development with such potential benefit for their communities," Cox says. Applications for re-zoning were made early in 1963, and at the same time Santa Fe's identity was revealed. The re-zoning process was completed five months later.

Earlier, one rumor had it that the area would be used for relocation of the ATSF main line, a rumor based on the appearance of engineers surveying for the 4.8-mile industrial lead track to the area. Construction of the lead track brought other developments that soon pointed clearly to future industrial use of the area.

Foremost among these developments were utilities. Santa Fe arranged for water and sewer services from Citizens Utilities Co. of Illinois. Of the proposed 25 miles of water and sewer lines, five miles already have been constructed, at a cost to Santa Fe of more than $1 million. Other utilities will be supplied by Commonwealth Edison and Northern Illinois Gas Co.

Further developments include addition of 8.5 miles of track, a grading program involving movements of two million yards of earth, and paving of 12 miles of roadways. Cox estimates the cost of these developments at more than $5 million.

● **And in the future . . .** Regarding the site's potential, he says, "eventually we believe as many as 15,000 new jobs with an annual payroll exceeding $100 million will be created within the district. The broadening tax base as industry locates on the property will be of great benefit to the area. Our research indicated a need for light industrial property in this area, and we intend to develop an attractive, well-managed district that will be an asset to both counties."

What about the remaining 1,200 acres of the Argonne district? Has Santa Fe additional prospects besides Johnson & Johnson? "Several," says Cox, but with smaller acreage needs.

The Argonne project is the latest in a series of Santa Fe industrial development programs that began with the 1920 purchase of a 260-acre cauliflower patch within five miles of the Los Angeles city hall. That project now has grown to 4,000 acres containing more than 900 industries.

A major factor is the success of industrial development on the Santa Fe is the road's use of its subsidiary land companies to locate, purchase and improve potential industrial property. "Utilization of these subsidiary companies greatly facilitates the handling of the multitude of details involved in acquisition, development and sale of property," says Cox, who is president of four such subsidiaries.

During 1966, 464 permanent new industries were located on the Santa Fe, 142 were expanded, and 167 arranged temporary locations. In a continuing program to provide sites for industry, Santa Fe now has over 22,000 acres in 70 locations, of which 52 are in various stages of development. The 78-member industrial development staff operates out of offices in San Francisco, Los Angeles, Phoenix, Albuquerque, Amarillo, Dallas, Houston, Topeka and Chicago. ■

INDUSTRIAL DEVELOPMENT

C&NW makes a lot of a little land

Chicago & North Western has more than half a million acres of "cheap railroad land" available for industrial development.

That's what the sign in the road's Chicago headquarters says. Trouble is —the sign was posted in 1889. And, while C&NW industrial personnel might wish the sign were still accurate, they're busy enough finding tenants for the 16,450 acres the road does have in 35 industrial parks along its tracks. Ranging in size from 2,275 to 20 acres (average—470) and from fully developed to just-assembled, the parks are little more than 20% filled.

The railroad owns only two of the parks itself, and one jointly with private developers. The result is that North Western industrial development largely follows a pattern of close work with private developers and local governments in locating occupants for all the parks served by the railroad.

Fourth-quarter 1967 may see a substantial rise in occupied acreage. While this year's figures aren't available yet, industrial locations are expected to be "considerably ahead of last year," says J. E. Shaffer, C&NW's new director of industrial development. A former ID manager for the New York Central in the Chicago area, Shaffer joined North Western in March.

● **A record year?** If his forecast comes true, 1967 would mark a new crest in a prolonged industrial wave. "A sustained three-year record was maintained by the industrial development department in 1966 (276 new industries). Both the number of industries located and the number of inquiries received increased in 1966 over 1965 (244 new industries) and 1964. These general increases were witnessed even though a slowing of industrial expansion activity took place in the last quarter of 1966," Shaffer says.

He sees the industrial park as a major element in the advance of North Western industrial development. "Continuing expansion by major U.S. corpo-

SMALL INDUSTRIES make big ID developments—as witness the midwestern roads, with new plants in both manufacturing and agriculture.

rations produces an ever-increasing interest on the part of these companies for new sites which offer full improvement. They are particularly interested in finding developed industrial property which allows them to build and not be involved in the many activities of developing vacant land," he says.

So what does C&NW have to offer? One of the road's promising properties is a 600-acre, fully developed space in the West Chicago Industrial District, located 40 miles west of the city, in DuPage county. Total acreage in the district is 1,800, of which 600 acres are occupied, with a vacant 600 are owned by private developers in addition to the 600 owned by the railroad. Shaffer says several industries are considering C&NW lots ranging in size from 50 to 100 acres, and the first transaction should be completed early in 1968. The road's 600 acres represent "the only really large industrial property in the Chicago area controlled for development primarily by the railway company," he says.

● **Inside and outside.** However, C&NW isn't limiting development maneuvers to its own property. The road is working with the owners of the other 600 acres in the West Chicago site to locate industries and is looking ahead to possible acquisition of property adjacent to its own, for good reason: North Western enters the district from all directions except south. Coincidentally, the track coming in from the west is the one that serves the largest industrial facility on C&NW lines, the 50-acre Chrysler assembly plant at Belvidere. And on the east side of the district is the site of the Atomic Energy Commission's proposed accelerator at Weston. The installation's satellite industries will generate additional traffic for C&NW.

● **And closer in . . .** A few miles away, in the Chicago city limits, is a site considerably smaller in size but large in strategic importance. It's a 60-acre piece of land next to North Western's Chicago Shops (40th Street Yard). The site lies along the route of a proposed crosstown expressway that will link four other expressways when it's finished in the mid-'70s. Already fully outfitted with streets and utilities, the site offers a premium spot for the location of distribution facilities, and this is the use indicated by prospective tenants with whom negotiations are under way. One of these prospects, Shaffer says, "could develop into one of the largest customers on the railroad."

Other Chicago-area industrial parks that provide revenue for C&NW are the Northlake Industrial District (with only 18 acres still vacant) and the Franklin Park Industrial District, both of which are owned solely by North Western. Curtiss Candy Co. recently began operation of a $12-million manufacturing and distribution unit in the Franklin Park district. Built in 1966, the plant was expanded before completion.

● **Working with government.** About 90 miles north of the Chicago area, there's a good example of C&NW industrial development undertaken in cooperation with a local government. It's a 600-acre industrial park located in the west-side Milwaukee suburb of New Berlin. In 1959, North Western purchased 200 acres there with the intention of developing the site independently. Later, the railroad sold its holdings to the city and helped local officials expand the site and develop it for industrial tenancy. The site currently is 60% sold, under construction or occupied. Its largest tenant is the W. A. Krueger Co., printers, who will start operations on 75 acres early next year. Other occupants include a foundry supplier, a crane and shovel manufacturer, and a wholesale grocer. Annual carloadings are expected to total 2,000. The search for additional tenants is being conducted jointly by the railroad and a local attorney-realtor who represents the city.

Another important industrial site served but not owned by C&NW is the 300-acre Manufacturing Meadows District in Clinton, Iowa. Late in 1966, Amchem Corp., manufacturer of agricultural pesticides, began operations on the site and currently is enlarging its new plant. Amchem products will provide North Western with traffic for the agricultural areas of eastern Iowa and western Illinois. Along with a paper-container manufacturer, Amchem occupies about one-third of Manufacturing Meadows. C&NW also has sources of traffic from other industries (outside the district) that make Clinton an important chemical-producing city. They include a chemical process facility of the Chemplex Co. (American Can Corp. and Skelly Oil Co.) the Hawkeye Chemical Corp., and the DuPont Co. plant near downtown Clinton.

North Western also looks for industrial customers to locate outside of organized industrial parks. One major new tenant of this kind is an $8.5-million, fully-automated meat-packing plant in Dakota City, Neb. The facility of Iowa Beef Packers, Inc., will provide both refrigerator car and piggyback traffic.

While looking for new tenants, North Western industrial personnel are keeping watch on the healthy growth of already-settled customers. During 1966, a total of $153 million was spent for plant expansion along C&NW lines. The largest single project was the $50-million enlargement of operations of Empire Mining Company's Palmer mine at Negaunce, Mich. Elsewhere, expansion at the Central Illinois Light Co. generating plant in Sommer, Ill., will cost $28 million, Consolidated Paper Co. is making improvements worth $26 million at Wisconsin Rapids, Wis., and Nekoosa Edwards Paper Co. has invested more than $15 million in expansion of two Wisconsin sites. ■

THEY'VE BEEN WORKING ON THE KATY

On the inside

Frank J. Heiling is Katy's vice president-sales and service. Two and a half years ago, that was an unenviable position to be in. Now, Heiling talks like a man who wouldn't trade places with anybody—not, at least, until the task of nursing Katy back to good health is completed.

Two and a half years ago, Katy salesmen could have been pardoned if they'd traveled the side streets and alleys—in disguise. Katy's equipment was falling apart, a condition matched by the track structure. Claims were piling up, and claim payments lagged while the deterioration of the property contributed to the claim buildup. John Barriger has been quoted as saying that Katy was the only railroad he'd seen where a train could be derailed while it was standing still.

Morale was what it might be expected to be—low and going lower. Customers were turning their backs on Katy, and the railroad's own people were convinced that disaster was inevitable. Heiling himself says he'd have pulled up stakes, had not the road's owners made the change that brought Barriger onto the scene.

Since March 1965, Katy has been a different railroad. Rehabilitation of its equipment and fixed plant began immediately, and this part of the recovery program is near completion. At the same time, Katy people began trying to get back in the good graces of the shipping public. Service was stressed as never before. The service "rule" was one established by JWB: Any customer complaint will be considered in exactly the same category as a wreck on the main line.

Heiling, as it happens, is no stranger to disaster-recovery programs. He had a big hand in the rebuilding of the Texas City Terminal after the railway and port were destroyed by explosion and fire in '47, and he wound up as president and general manager of TCT before moving on to Katy. How do the rebuilding jobs compare, TCT vs MKT? Heiling fends off the question with a grin—and then launches into a discussion of what's ahead for Katy, as he did in this Q&A session with Railway Age Senior Editor Gus Welty.

Q. John Barriger has said that Katy needs $60 million in revenues this year to hit a break-even point. Will you make it?

A. We're shooting for it—and we expect to make it, a $60-million total, of which about $58 million would be freight revenues. Back up a minute and look at last year. In '66, we set a goal of $6 million in additional revenues. We actually picked up $5,676,000, which was a 12.2% increase from 1965 revenues. Now, the interesting thing about this was that our carloadings were only up by 6,600—and you don't get $5.6 million from 6,600 cars. Our real strength was in the fact that we were able to increase our average revenue per car by $14.70. We got a better traffic mix as a result of our solicitation efforts. We were able to get heavier loadings, with all the new equipment that's been acquired. And we have increasingly been able to get the long haul.

Q. What kind of pattern is '67 showing?

A. For the first six months, carloadings were down 7,439. But our revenues are up, by about $1 million. And again, the average revenue per car is up. It's running about $13.95 ahead of last year.

Q. Where has the carloadings loss been concentrated?

A. In wheat, mainly. Wheat loadings alone were down by more than the total decline—so we show a slight carloadings increase covering all other business. August business seemed to be improving, and we think we'll be able to improve by 2,000 to 2,500 cars a month for the rest of the year. If we can do that, freight revenues should be somewhere in the neighborhood of the $58 million we're shooting for.

Q. Is there any way out of the grain-loadings problem, where you're at the mercy of all kinds of factors over which you have little or no control?

A. We can't control the size of the harvest and we can't control whether it moves or not. But there's one thing we can do—and if our general-commodity traffic continues to improve as it is now, I hope that 1968 will see the end of Katy's dependence on grain forever.

track to recovery

KATY'S VICE PRESIDENT—SALES AND SERVICE HEILING: "Our traffic is diversified, and for that reason our potential in a lot of areas is tremendous."

After that, if we have grain, we'll have a great year. But if we don't, we can still exist.

Q. Is your sales effort general, or are you hitting particular commodities?

A. Pacific Northwest lumber, right now, is our No. 2 revenue-producer. It's already that important. Now, we see coming up one tremendous construction boom, in housing. We think it will break loose in September or October. And when it does, there's a chance that we'll even get back into a critical car shortage, and I mean a car shortage like you've never seen before. That's how good we think that aspect of the business will be. But we're optimistic on business generally. The only thing that could hurt, and hurt bad, would be a long auto strike.

Q. How about other areas of traffic?

A. Katy's fortunes aren't—or shouldn't be—tied to a few commodities. If you look at the figures, you'll find that Katy will handle at least one car of freight of every commodity classification in the book. Our traffic is diversified, and for that reason our potential in a lot of areas is tremendous. Remember this: In my time, we dropped from a gross of $75 million a year to $43 million. There are some commodities we'll probably never handle in quantity again. Plants have shut down, for instance, as the pattern of certain types of industry has changed. Then, take the freight-forwarder traffic. This used to be extremely important, maybe even more important than grain—especially in a bad grain year. Well, some years ago we closed out the account on carload forwarder traffic of our own volition. We won't get it back. But by the same token, we have recently been able to locate a sizeable number of new industries, good traffic-producers, on line.

Q. So the sales effort has to be broad-based . . .

A. With us, it's a matter of pounding pavements. If we call on enough people, if we call on them often enough, if we solicit business based on the superior service we can give, now, we'll have nothing to worry about. We'll make it. There's enough business available for us to get back up to $75 million a year. We're hoping for a growth rate of $4 million to $5 million a year for the next four or five years.

Q. With Katy getting the property back in shape and with the equipment roster looking respectable again, what specific moves is the sales department making to take advantage of the improvements?

A. For one thing, we're getting a lot closer to the customer. You're familiar with what John Barriger has done to promote this. And starting in January of this year, we took a new slant on things in the sales department. Since January 1, I've traveled more than 70,000 miles. My schedule for the rest of the year calls for about the same mileage. We decided that if there was validity in the sales vice president's calling on one shipper, there's validity in his seeing them all, or at least most of them. Katy has about 40 sales offices, on- and off-line. During the first six months of 1967, I hit every one of them. To give you some idea of how intense this program is, in one five-day period in May we visited Spokane, Portland, Seattle, Denver, Vancouver, Eugene and Medford. We saw, I would say, almost every Katy shipper in the Pacific Northwest.

Q. What does the program call for, during the rest of the year?

A. I'll be re-covering the territory, in a sense. But mostly I'll be going into the outlying points—places where industry is actually located, places such as Bethlehem, Ardmore, Lancaster, Newark in the East, or Youngstown, Weirton, Middletown a little farther west. This is important. A traffic vice president, on any railroad, normally gets to places like Chicago or New York or Pittsburgh. But he very seldom gets to many of the outlying, off-line points—out where many of the people in the shipper's business actually work and live.

Q. So what you're doing is exposing Katy to people who may never, ordinarily, come into much contact with top railroad personnel.

A. That's exactly it. We've set up an intense schedule. But it's also a rewarding one, and I'm convinced, I'm satisfied, that this is the way it has to be done, if we're to get the business the railroad needs to regain prosperity.

Q. But if you're on the road five days

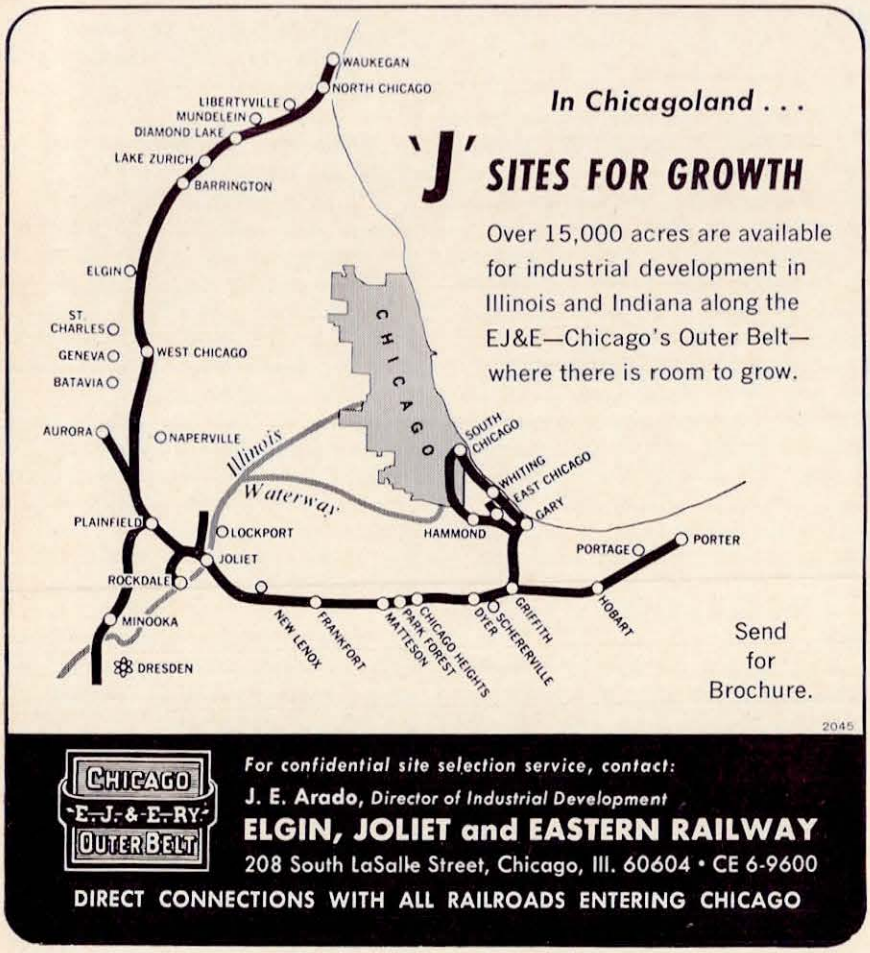
a week, year-round, who minds the store back home?

A. If the department's well organized, the administrative functions can be handled by your assistants. In our case, Don Lottes is a true administrative assistant. He knows the department, he knows the railroad. We're in daily communication. Whatever matters that have to be handled by the vice president are handled—by telephone. Then, too, we've had for some time an organizational set-up in which there are two general sales managers, eastern and western, with five regional sales managers under them. They've been given quite a bit of autonomy, and many of the details that might otherwise fall on a headquarters office are taken care of in the field.

Q. One of the problems your field people have been working on is the old problem of short-haul vs long-haul. You've mentioned an improvement . . .

A. We set up a traffic analysis section in the rate department, and that section gets—on a daily basis—a copy of every freight bill or every waybill. Each short-haul is analyzed immediately, and notice of a short-haul is immediately sent to the field people involved. We show them the specifics—including the revenue we got from the short-haul and the revenue we would have had with the long-haul. The salesman is then obliged to make a personal call—not a phone call—to find out from the account just why we were short-hauled. When the field man reports back, he indicates whether the short-haul situation has been corrected. If it has, OK. If it hasn't, he cites the reason—and then there's one more question he has to answer: What will it take for the Katy to get the long-haul? We know that there are many shippers who couldn't give us another carload of freight if they wanted to. But some of these shippers may be giving us business somewhere short of the long-haul junction. Our pitch is to give us a longer junction, or give us the traffic all the way. And the number of short-haul moves is declining, as service improves and as we're able to put new equipment into use. This has been a big factor in that improvement in the average per-car revenue. After all, if we're being short-hauled and we're getting maybe only $100 on a car, and if we can get the long-haul and maybe make $400 or $500 on the car, that's just as good as picking up four more carloads.

Q. You mention service improvement:



Circle 16 on reader service coupon

Let's talk about a few angles of service. How about schedules and frequency of service, for instance?

A. Between Kansas City and Texas, we recognize no peer, as far as speed and dependability of service are concerned. That line between Kansas City and Houston and San Antonio has been completely rebuilt. It's almost like a new railroad, we're able to operate freight trains at an average speed of about 55 mph, and we do have the short line. When you talk of the line between St. Louis and Texas, that's something else. It's not the short-line route, and it has deteriorated. But it's also being rebuilt, and when this job is completed we'll be able to tighten schedules considerably. In the meantime, while we can't stress speed, we can concentrate on dependability—and I've had several large shippers tell me that when they run checks on total transit time compared with published schedules, we come out on top just about every time. As for frequency of service, we are a light-density railroad. On a lot of our railroad, there's no more than one train a day. But this hasn't been a significant handicap, for one reason: Anytime we've found that we did have a service deficiency, we've been able to go to Mr. Barriger and get it corrected. If we're lacking something, and it's standing in the way of our getting maximum business, all we have to do is ask for it. If we don't ask, then it's our fault.

Q. Katy's reputation as a payer of claims hasn't been the best—what have you done to straighten out this situation?

A. One of the first things John Barriger did was to get the money and pay it out, to get our claims on a normal, current basis. They've been on that basis ever since. I have not had a complaint from a shipper on slow payment of an uncontested claim in about two years. And in the meantime, with the improvement in equipment and the rebuilding of the track structure, we've been able to get our claim payout on a descending scale. The improvement may not be spectacular, but it's an improvement.

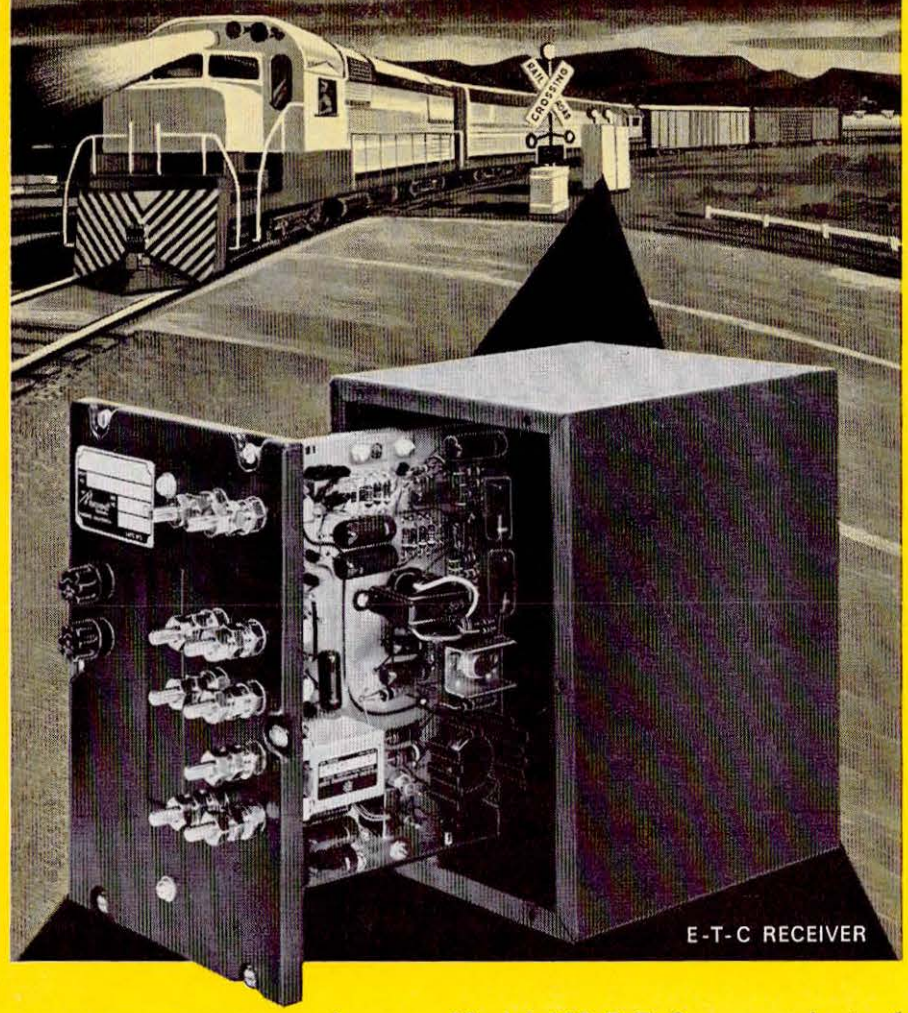
Q. This subject, I imagine, was one that you've probably had thrown at you frequently . . .

A. We certainly have. For the first year or so after he came onto the property, Mr. Barriger and I spent a good part of our time going to the shippers who had the most severe complaints—people who had cut us off completely, because we couldn't handle their freight without damage, or because of long de-

(continued on page 40)

from Marquardt Industrial Products

THE NEW LOW-COST MODEL 100 E-T-C



E-T-C RECEIVER

MARQUARDT INTRODUCES the new Model 100 E-T-C...a product of advanced electronic engineering technology for improved, low-cost overlay track circuit applications. ■ Marquardt's Electronic-Track-Circuit system...with records of proven reliability and fail-safe operation in more than 500 installations—is now available in a *new design at lower cost, with improved operational and maintenance features.*

MEET THE NEW MODEL 100 E-T-C

- *Burial shunt requirements eliminated!*
- *Power consumption significantly reduced!*
- *Remote transmitter operable from primary batteries!*
- *Operating band expanded to 11 frequencies!*
- *Simplified modular transmitter and receiver packaging for ease of installation and maintenance!*
- *Shunting characteristics improved!*

Also ask your Marquardt representative about the new Modulated Electronic Track Circuit (METC) for use in A.C. coded cab territories and the new EMETC for use on electrified railroads.

MARQUARDT INDUSTRIAL PRODUCTS

SYSTEMS AND COMPONENTS TO SERVE THE RAILROAD INDUSTRY

Marquardt offers an expanding product line and diversified services to meet the continuing demand for modernization by the railroad industry. Call upon Marquardt for new systems and components for improved, efficient service at lower operational and maintenance costs.

Railway Signals & Controls
2771 No. Garey Avenue
Pomona, California

- *Grade Crossing Predictor Systems (GCP)*
- *Electronic Track Circuits (E-T-C)*
- *Constant Voltage Rectifiers*

R. W. Neill Company, Inc.
4320 W. Montrose Avenue
Chicago, Illinois

- *Communications Systems for Railway Classification Yard Applications*
- *Communications Consoles, Voice Paging Systems, Loudspeakers, Related Components*
- *Radio Control Equipment, Solid State Amplifiers, Remote Line Test Units, Power Supply Systems*

Howard & Gould Company
4320 W. Montrose Avenue
Chicago, Illinois

- *Signal Rectifier and Transformer Systems*
- *Tie-boring and Bonding Drills*

REGIONAL OFFICES:
Chicago: 4320 W. Montrose Avenue
Philadelphia: 1617 John F. Kennedy Blvd.
Canadian Representative: Vale Enterprises, Ltd. 352 Dorval Ave., Montreal, Canada.

RPI
RAILWAY PROGRESS INSTITUTE

MARQUARDT INDUSTRIAL PRODUCTS

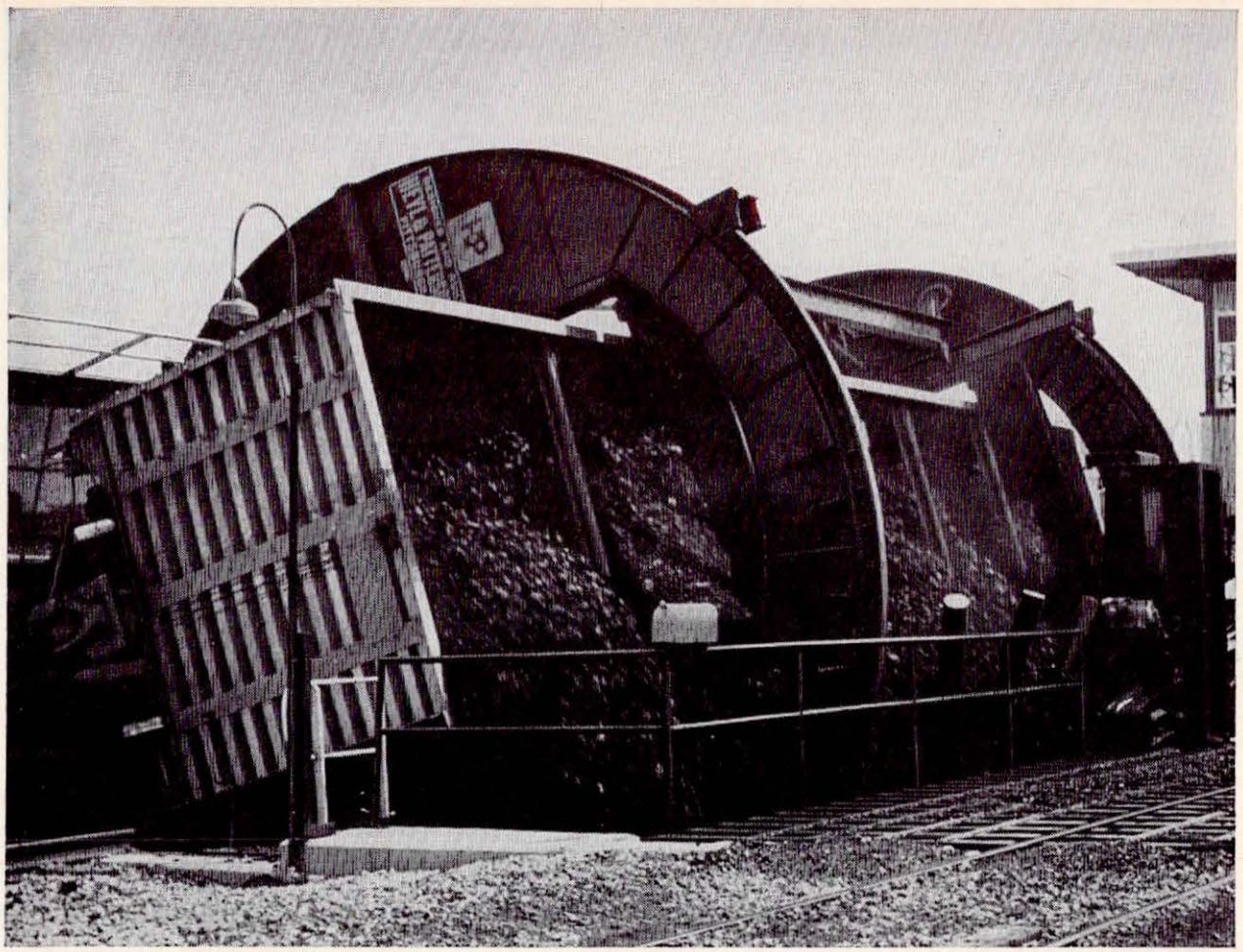
Circle 17 on reader service coupon

Payloads cost less from here... in unit trains of

In high-frequency hauling of coal, grain, cement, and other bulk cargoes, unit trains are doing a big job these days. And aluminum is demonstrating through daily use that it's a natural for this kind of punishing, maximum utilization service. Open hoppers and gondolas with bodies of lightweight Reynolds Aluminum have paid off in greater capacity, higher earnings, and lower operating costs for railroads—lower rates for shippers.

For example, a unit train of 100 all-steel cars with a gross train weight of 13,150 tons could carry a payload of 10,000 tons of coal—100 tons per car. A train of 100 aluminum-body cars with the same gross weight hauls 10,785 tons of coal—over 107 tons per car. Use of aluminum trades deadweight for *785 extra tons of payload moved with the same crew and locomotive power.*

Pure theory? Proven fact! Five or six days weekly for seven years, the Southern Railway System shuttles two unit trains of 110 aluminum-body gondolas between mines and power-generating plant. This is rugged rotary dump service. Aluminum's lighter weight means a given tonnage of cargo can be moved in fewer cars with less loading, weighing, switching, and unloading time.



...to here

aluminum-body cars

Maintenance costs? Practically zero. Even after millions of ton-miles, aluminum-body cars have had virtually no body-maintenance downtime. Unlike steel, rust-free aluminum eliminates the need for costly slope and side sheet replacement.

Aluminum's strength and corrosion-resistance have been tested by some of the roughest treatment a metal can take. A major midwestern railroad has operated a fleet of aluminum-body open hopper cars in coal service for over *23 years without major body repairs.* Result: Less downtime for maintenance and repairs, better utilization.

Reynolds works closely with the railroad industry to develop new uses for aluminum in hoppers, gondolas, boxcars, and refrigerator cars, as well as components. For the full story, contact your Reynolds office or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond, Virginia 23218.*

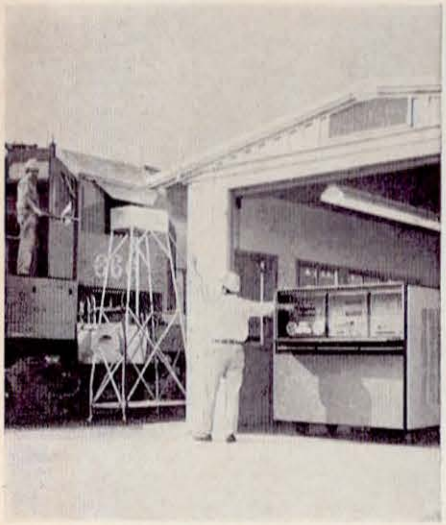
MEMBER RPI aluminum

Watch "Spotlight," Tuesdays, CBS-TV

REYNOLDS
where new ideas take shape in
ALUMINUM

Circle 18 on reader service coupon

Locomotives Stacked-Up for Maintenance?



Not with SEARCH!

Available in production quantities, SEARCH is the *only* automatic checkout system for diesel electric locomotives—now in daily operation on two leading railroads in Canada and the U.S.

The LMOA Committee on Shop Equipment calls SEARCH "the greatest advance in automated maintenance that will benefit railroad operations for some time."

Check these profitable benefits:

(✓) decreases unscheduled maintenance
(✓) reduces skilled labor requirements
(✓) minimizes maintenance log jams
(✓) increases locomotive availability
(✓) increases profit

DALMO VICTOR
1515 INDUSTRIAL WAY
BELMONT, CALIFORNIA 94002

A textron DIVISION

Circle 23 on reader service coupon

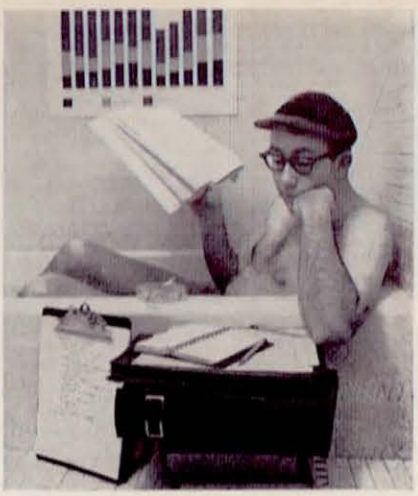
Katy's track to recovery

(Continued from page 36)

lays in paying claims, or because we had refused to listen when they told us what they needed. We tried to tell them—and show them—that what we were going to do from then on was the opposite of what had been done before.

Q. Are you satisfied that Katy's turned the corner, and that your people can do the job with what they have and with what they're going to have?

A. I am. From a standpoint of equipment and power, we're in good shape and getting better. We're still not 100% from a standpoint of having a first-class physical plant in terms of road and yard facilities, but we're getting there. And I think just as important, we've made improvements in what you might call the little-things—and while they may seem little, they're big in the impact they've had, both with customers and with our own people. Let me give just a couple of examples. The pressure for personnel reductions got so great that in a good many places we had to close small offices and substitute a telephone-answering service. We turned our business over to people who knew nothing about transportation, who knew nothing about the railroad, who couldn't answer a single question. All they could do was to put a caller in touch with a Katy man who might not be available for an hour or a day or even a week. And why should a customer put up with this, when he could call a competitor of ours and get immediate attention? Mr. Barriger immediately authorized us to eliminate these answering-service offices. We've re-established clerical positions and, with a couple of exceptions that we hope to take care of this year, we're back in direct contact with our customers. We've also changed the location of a number of offices. Katy sales offices aren't tucked away down behind the freight house anymore. We're going out and looking for the finest, most modern office buildings, whether it be in New York or Austin, Tex. We're getting rid of the 50-year-old typewriters and the battered desks. This is helping to change our image on the outside, and it's doing a lot for morale on the inside. If you want to be blunt about it, we're getting ourselves a little prestige and standing—and this is something Katy lacked most. The Katy was forgotten—but the Katy isn't forgotten any more. ■



FOR FAST READING SERVICE OR COMPLETE INFORMATION ON OUR FACILITIES CONTACT:

ATLANTA, GA. 30303
W.L. Long, Jr., Regional Sales Manager
930 Healey Building

BOSTON, MASS. 02110
W.F. Dervan, Regional Sales Manager
1510 United Shoe Machinery Building

BUFFALO, N.Y. 14203
M.F. Hickey, Regional Sales Manager
925 Ellicott Square Building

CHICAGO, ILL. 60604
W.A. Gehl, Regional Sales Manager
T.J. Palka, Western Reg. Sales Manager
T.O.F.C. Service
Room 673—208 South LaSalle Street

CINCINNATI, OHIO 45202
D.D. Sylvester, Regional Sales Manager
1231 Carew Tower

CLEVELAND, OHIO 44114
J.W. Poland, Regional Sales Manager
512 Park Building

DETROIT, MICH. 48226
W.R. Herman, Regional Sales Manager
1234 Lafayette Building

NEW YORK, N.Y. 10007
724 Woolworth Building
T.J. White, Regional Sales Manager
T.F. McLaughlin,
Regional Sales Manager—Coal Traffic
J.A. Creighton,
New York Regional Sales Manager
T.O.F.C. Service, Port Reading, N.J.

PHILADELPHIA, PA. 19107
Reading Terminal
R.H. Weinsheimer, Regional Sales Manager
P.R. Fagan, Director of Sales—Foreign Traffic
A.W. Nemenz, Director—Coal Traffic
G.A. McArdle, E. Reg. Mgr. of T.O.F.C.—Sales

PITTSBURGH, PA. 15219
B.W. Dixon, Regional Sales Manager
2812 Koppers Building

PORTLAND, OREGON 97204
C.E. Dingler, Regional Sales Manager
301 Corbett Building

READING, PA. 19601
J.R. Hyland, Regional Sales Manager
Outer Station
North Sixth Street

ST. LOUIS, MO. 63101
F.X. Gallagher, Regional Sales Manager
2088 Railway Exchange Building

SAN FRANCISCO, CALIF. 94105
J.R. Rose, General Manager
Sales—Western Region
473 Monadnock Building

WILMINGTON, DEL. 19805
D.M. Sproat, Regional Sales Manager
220 Beech Street

Reading lines

A quiet place to study your business

You're looking at a Reading salesman absorbing your marketing and distribution methods. Knowing his clients' and prospects' businesses is a basic concept of Reading's Personalized Customer Service.

But like the rest of us, this Reading man can't get everything done at the office. So he's found a refuge where he can get some of his extra "skull-work" done without interruption.

Next time he calls on you, he may surprise you pleasantly with what he's learned about your business. Your distribution patterns. Your big selling seasons. Your best markets. He'll also be able to show you how Reading's dependable delivery (with its unequalled 87% on-time-delivery performance) can be an asset to your distribution program.

Reading lines

READING RAILROAD

On-time-delivery is our #1 concern

Circle 24 on reader service coupon

A new brand of railroading!

There's a new brand of railroading on Southern today—a continuing revolution in thinking and practice that keeps us ahead of today's customer needs . . . that produces the right freight car for any shipper need . . . that develops better techniques for running our railroad . . . and that assures more productive

applications of modern management methods.

Keeping ahead today means we "keep up" with tomorrow. We intend to continue doing just that.

This is the only way we can better serve our shippers and the public that benefits from improved railroad transportation performed at lowest possible cost.

D. W. Brosnan
PRESIDENT

Southern Railway System
WASHINGTON, D.C.

SOUTHERN RAILWAY SR SERVES THE SOUTH
LOOK AHEAD-LOOK SOUTH

Circle 20 on reader service coupon

For more information on how our new brand of railroading can benefit you, write:

W. V. Burke
Vice President–Sales
Southern Railway System
P. O. Box 1808
Washington, D. C. 20013

Or telephone him at:
area code 202/628-4460

FREE

OFFER:

An extra ton of payload.

(No springs attached.)

Compared to other cushioning systems, the ACF Freight-Saver™ saves you up to 2,000 pounds per car at no extra cost. (To save this kind of weight by other means, railroads have paid $200 or more.)

The Freight-Saver design eliminates heavy mechanical springs by using a unique, compressed dry nitrogen recentering system. Maintenance is a simple, safe operation because you don't have to handle pre-compressed springs.

ACF Freight-Saver's double payoff allows for an extra ton of lading aboard your car. Then gives you protection for the widest range of damage-sensitive ladings.

Get all the facts now on ACF's Freight-Saver. Call or write American Car & Foundry Division, ACF Industries, St. Charles, Missouri 63301.

ACF INDUSTRIES

MEMBER RPI

acf

1) Had you made any advance plans to offset a strike?

Yes	33
No	43

2) If so, can you describe those plans?

Divert traffic to other modes of transportation	20
Build up inventories or warehouse stocks	10
Advance shipments	4
Build up supply of cars for loading	2

3) How, and to what extent, did the strike (or the threat of a strike) affect your company?

	Seriously	To a limited extent	Not noticeably
a) Delay in receipt of inbound freight	7	41	23
b) Delay in outbound shipments	10	48	16
c) Damage attributable to delay	1	7	47
d) Car shortages due to strike	8	19	33
e) Interference with production or shipping schedules	11	29	25
f) Employee lay-offs	1	4	48
g) Strike-caused employee absences	2	5	47
h) Diversion of traffic to truck or air	9	43	18

4) If your company was affected, can you set an approximate dollar value on the cost of the strike to it?

Under $10,000	8
From $10,000 to $100,000	5
More than $100,000	4
Unmeasurable	59

How one-day strike affected shippers

Work stoppage produced many indirect costs which shippers say are hard to measure. Long strike would have been "crippling."

"If the railway strike of July 17 had lasted four or five days, national commerce would have ground to a halt," says one respondent to this month's Traffic Poll.

"A strike of any longer duration would have had a crippling impact, and extreme losses difficult to measure," another agrees.

● **Million-dollar loss.** Short though it was, the one-day work stoppage still brought to shippers heavy financial losses, measured and unmeasured.

Less than one-quarter of all the Poll respondents were able to give even an estimate of the strike's actual monetary cost to their firms, but the 17 who did reported losses totaling just short of $1 million—an average of nearly $60,000 per company. Four of the 17 gave figures ranging from $10,000 to a maximum of $500,000. Five set their loss at between $10,000 and $100,000. The other nine gave "nominal" figures running from a minimum of $750 up to $10,000.

● **Unknown costs.** Numerous other respondents reported definite financial losses which they described as "impossible to estimate" or "difficult to value in dollars."

The traffic manager for a Western fruit growers association stated, for example, that "this strike occurred during the peak of our cherry harvest. We were forced to go to tectrol storage with seven carloads of this highly perishable commodity, and to hold these cars for some two weeks in order to maintain our marketing program. This, combined with the bunching of cars at leading markets following the strike, led to severe losses."

"We stopped our harvest on Friday to keep perishables off the road," says another reply. "It is difficult to place a dollar value on lost processing time on an agricultural crop." A third fruit company traffic man speaks of "delayed shipments of fresh fruits and vegetables; also loss of sales due to shortage of merchandise."

Losses were by no means confined, however, to perishable products. A Midwestern manufacturer says it "suffered a one-week delay in obtaining a car for export via New Orleans. As a consequence, we were unable to meet a vessel loading deadline of August 8, and have had to apply for an extension. This is still pending, and the shipment is still being held at the port."

The traffic manager for a Midwestern brewer, who reports one of the heavier losses, speaks of "overtime premiums in all departments to prepare and handle potential strike-bound rail traffic," and of "shipping products via truck to points where only class rates prevail."

Others speak of such "unmeasurable" losses as "overtime paid for extra, advance loading" to handle all shipments intended to move during the anticipated duration of the strike; "cost and inconvenience of endeavoring to trace and explain to the trade the location of freight"; and "increased storage time in warehouses."

One man suggests that, while the strike may have been primarily a "nuisance" to shippers, it may have been a long-term detriment to rail transport, by leading many people to use other modes of transportation, and familiarize themselves with those modes.

● **Effects of longer strike.** While the July strike's short duration obviously minimized its effects, financial and otherwise, many shippers agree with the two quoted at the outset of this report—that a longer work stoppage would have been far more serious.

"If it had lasted one more day we would have been forced to lay off employees and curtail production and shipping schedules," says the traffic

manager for one Ohio manufacturer.

A Michigan man uses almost identical language: "Twenty-four hours longer, and we'd have been in trouble, with layoffs, cutbacks and the like. A plant shutdown was possible, if the strike had lasted one more day."

"Had the strike lasted, we would have been in real trouble with our dealers because farm machinery is 'in season' and in immediate demand," according to the TM for a manufacturer of that commodity.

"We would have been seriously hurt if the strike had continued, especially on long-haul tonnage," another traffic man reports. "If we had continued to operate during the strike the cost to us would have been very expensive."

Another man reported a "serious car shortage several days after the strike was over." He adds the opinion that "carriers helped the situation by not jamming terminals during the period."

● **Lucky ones?** Several other factors, in addition to its short length, operated to reduce the effects of the strike.

Two respondents, for example, state that it occurred while part or all of their operations were shut down for vacation. One man says his company was "fortunate, in that our heaviest shipping commodity is auto frames, and the strike occurred during the model change-over, thus not affecting us very greatly."

And two men say the rail strike took place while part, or all, of their own operations, too, were shut down by strikes of their own.

● **Planning = traffic diversion.** A little fewer than half of all Poll respondents said they made advance plans to offset a strike; the slightly larger number made no such plans.

More than half of what plans were made called for diversion of traffic from rails to other forms of transportation—primarily to truck. In at least one case, such diversion began 10 days in advance of the actual rail work stoppage. All types of truck operators—common, contract and private—apparently shared in what has been described as a "one-day windfall of added traffic."

Other advance plans, generally speaking, called for buildup of inventories of raw materials or of warehouse stocks; for advance shipments of finished goods; or for getting extra cars to be loaded during the strike. While these measures presumbly kept traffic on the rails, it cannot be assumed that they brought any added business.

Most of those industries which did not make special plans for meeting a strike emergency apparently relied on what seems to have been a rather widespread feeling that a strike would not last more than two or three days at most. "We anticipated short duration due to the Viet Nam situation and other national considerations," says one answer in this class. "We felt the Administration would force a settlement in 24 hours, so we stayed with the railroads except on emergency shipments," says another.

In more detail, a New Yorker writes that on several occasions in the past we had built critical inventories in preparation for a possible 10-15-day national rail strike which never materialized. On the recent occasion, as well on several similar prior strike threats, we decided against building inventory, based on our judgment that no strike woud develop or, if it did, that it would be terminated abruptly by appropriate legislation, which was the case."

"We used to get excited about rail strikes," says a Western lumber company traffic man. "But since we depend on rail for more than 90% of our outbound shipments, and since our competitors are in the same position, and since we found out we couldn't do anything about the strikes, we relax and let nature take its course."

● **Legislation needed.** Short as last July's strike may have been, and as limited in effect, there is no single shred of evidence in all the Poll replies to indicate that shippers like, want or condone railway strikes. There is contrary evidence.

That's shown best by the statement of a traffic man for a Midwestern manufacturer of heavy machinery:

"It is almost impossible to measure in dollars and cents the loss incurred by an industry when they encounter a work stoppage of this kind.

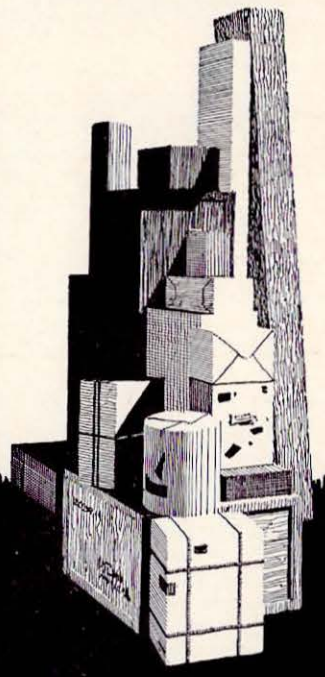
"There has been much written recently about some of the power black-outs that have occurred. Immediately, there is talk about putting utility companies under still greater federal regulation. Yet these are not man-made, and utilities are spending great sums of money to avoid this sort of thing happening again.

"In my own particular company, while we cannot measure what the strike cost us, we had to arrange for a good deal of transportation via other modes—all of which was done at increased cost.

"I am firmly convinced that eventually we must have some sort of legislation which will protect the public against strikes that are not in the nation's interest—such as the airline strike, the subway strike, the railway strike." ■

Great Northern LCL
(LESS THAN CARLOAD)
rates to hundreds of points are lower than motor common carrier

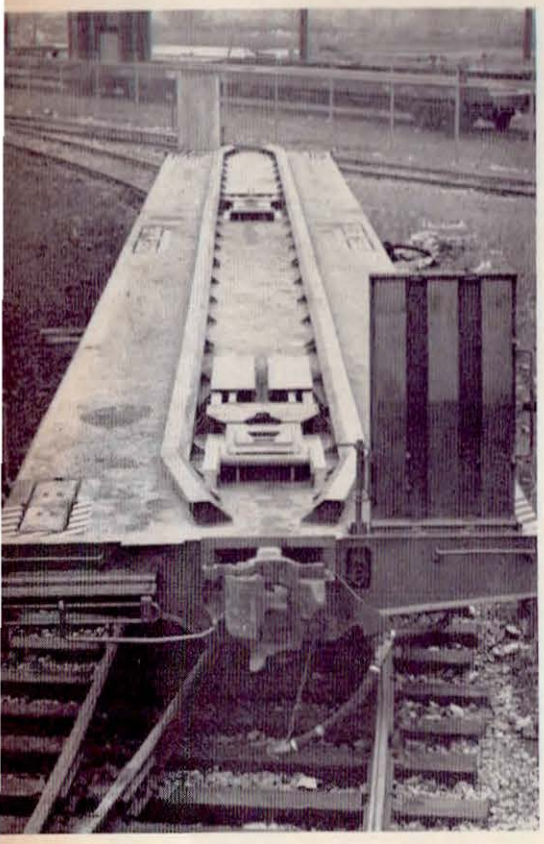
Free pickup and delivery. Fast service. On your next shipment, specify "Ship Great Northern"

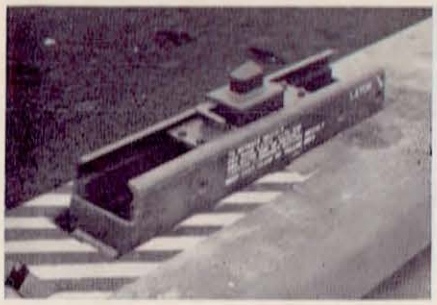


GREAT NORTHERN

Circle 22 on reader service coupon

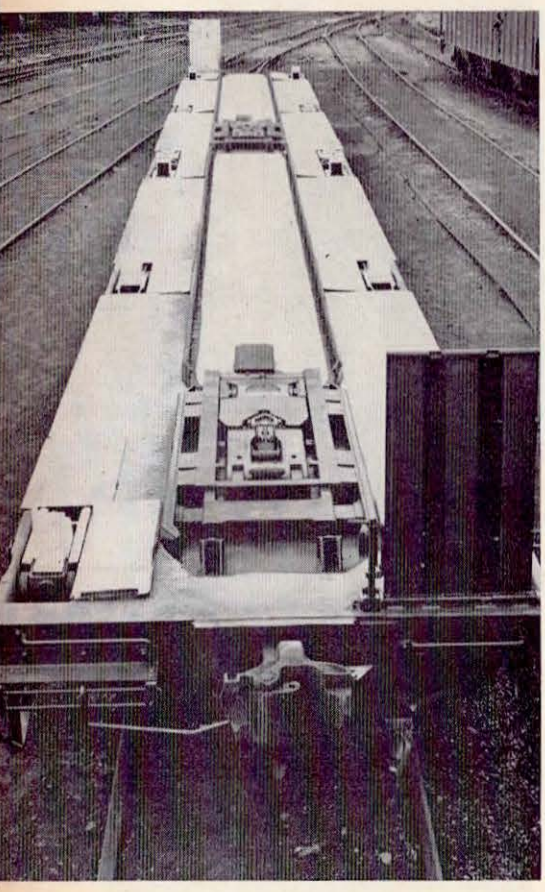
Prototypes for TTX future

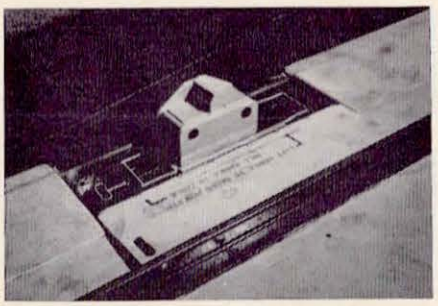




PULLMAN: TTX 103

Container brackets (above) underwent extensive change before the multi-stacked rubber pads were adopted for impact absorption. Pullman-designed low-profile trailer hitch, which is also rubber cushioned, can be operated by the tractor. Among its features is the ability to hold the kingpin lock open so that no one needs be on the deck during the loading of trailer with a gantry crane. Car was tested initially on the Southern Pacific.





BETHLEHEM: TTX 102

All-purpose car produced by Bethlehem Steel has General American tractor-operated, low-profile trailer hitches which are cushioned by rubber in shear. Twelve retractable pedestals (above) for containers have rubber-in-shear cushioning which allows 14 inches of travel in either direction. Pedestal system, which can accomodate 20- or 40-foot containers, moves fore and aft on steel roller as it dissipates impact energy.

Four builders have now turned out cars capable of handling both trailers and containers.

Four all-purpose flat cars capable of handling trailers and containers are now undergoing in-service appraisals aimed at establishing what could be standards for the Trailer Train fleet of the future.

Bethlehem Steel has recently delivered a unit incorporating its concept of a universal TOFC/COFC car. The Pullman-Standard model has been operating for about three months.

Since early this year, the all-purpose cars developed by American Car & Foundry and General American have been in service on TTX owner-railroads (RA, Feb. 6, p. 24). His organization's objective, according to J. P. Newell, president of Trailer Train, is development of a standardized all-purpose piggyback car before there is a substantial demand for it. He cites the precedent of TTX standardizing the trailer-carrying flat car while piggyback was still a question mark in the railroad industry.

• **TTX standards.** Any transition to substantial COFC demand is expected to be evolutionary with the all-purpose car seen as best suited to such a trend. All four of the experimental cars conform to the following general requirements established by TTX:

—89-foot length;
—70-ton trucks;
—No outside rub rails;
—Effective cushioning;
—Ability to handle 40-foot containers and trailers with potential for units of other sizes.

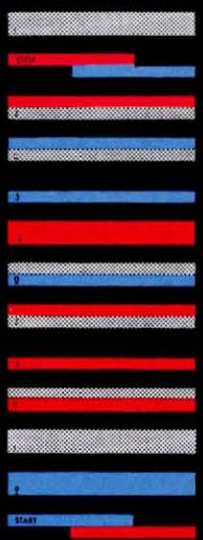
Newell expects that next-generation TTX cars will have the dual TOFC/COFC capability. It is possible that the final model will have features from two or more of the experimental cars now operating.

• **Wider deck planned.** The P-S car, TTX 103, went to Southern Pacific upon its completion at Pullman's Champ Carry Technical Center near Chicago. Its principal features are the newly-designed, low-profile trailer hitches and the cushioned container brackets that are used. As with all entries, the turned-down side sills and inside rub rails produce an 8-inch-wider deck which will permit the handling of trailers 8½-feet wide in the future.

The deck is freed of riser boards because of the new trailer hitch which

(Continued on page 52)

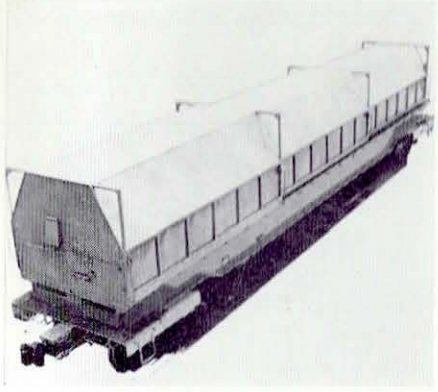
KARTRAK*ACI is the only operationally proven ACI system



SYLVANIA
A SUBSIDIARY OF
GENERAL TELEPHONE & ELECTRONICS

*Trademark

NEW PRODUCTS REPORT

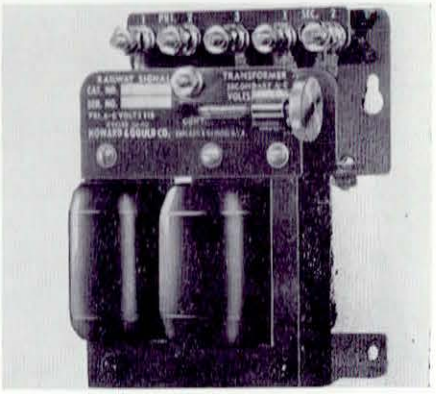


Car Cover (RA-1)

The three-section telescopic RoLLoad cover is designed for permanent installation on flat cars, steel coil cars and gondolas. Complete cover telescopes into one-third of its length, leaving two-thirds of car open for loading. Cover sections can be opened and closed manually, moving on rollers equiped with anti-friction bearings. Automatic locking devices secure each section in closed position for payload protection. *Shunk Manufacturing Co.*

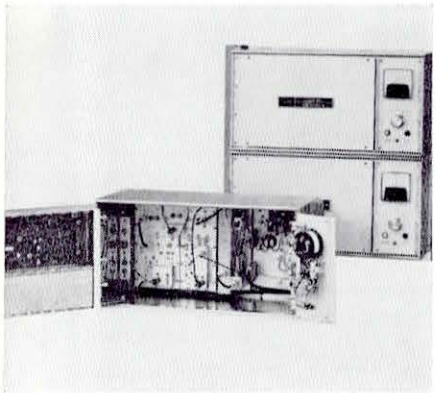
Rotary Vibrator (RA-2)

The CCV6-50-6A vibrator, the largest of the Big Shake series, has an impact of 9,599 lb at 2,600 rpm, and 50 lb-in. eccentricity. Saddle-type dual eccentrics transmit entire energy output into material. The vibrator can be attached to any projecting structural member on hopper cars or bins. Air version of the unit, which weighs 80 lb, uses up to 70 cfm at 90 psi. Hydraulic system requires at least 10 gpm at 1,000 psi. *Martin Engineering Co.*



Lighting Transformer (RA-3)

The micrometer controlled output of a new lighting transformer provides a fine AC voltage adjustment for signal lamp and other AC loads. The need to move leads and jumper wires from tap to tap is eliminated. Two voltage ranges in four current ratings have been established for standard AT transformers. They can be supplied to meet any AC requirement in secondary voltage and current combinations upward to 250 volt-amp. *Howard & Gould.*



Microwave System (RA-4)

A new 2000-MHz microwave system transmits voice channels and features true FM modulation, all-solid-state circuits and outstanding noise performance.

In a fully loaded 300-channel system, per-channel noise is specified as less than 15 dbaO. Maximum system lengths will vary, but this equipment is expected to provide good quality circuits on systems of up to 30 hops or more using back-to-back type repeaters. *Farinon Electric.*

Load Binder (RA-5)

The Type 8 nylon load binder is said to eliminate the need of two men and angle irons for securing plywood, lumber and lumber products on flat-bed trucks and rail cars. The webbing is 5/32 in. thick, 4 in. wide, and has a rated tensile strength of 24,000 lb on a straight pull. Milled-steel hardware is provided at each end. Binders are certified safe used with appropriate wire pigtails and anchor shackles. *Tubbs-Great Western Cordage.*

RAILWAY AGE WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. George Johnson)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGE 50 MARKED: RA-1 RA-2 RA-3 RA-4 RA-5

NAME ..... TITLE.....

COMPANY .....

ADDRESS .....

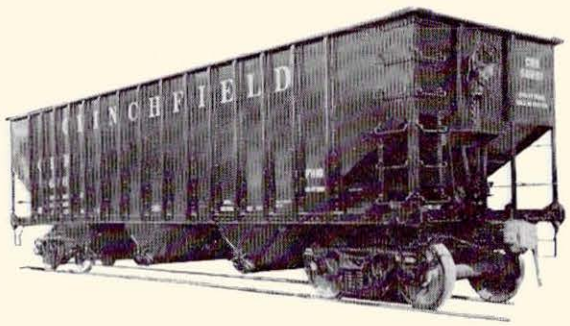
CITY ..... STATE ..... ZIP .....

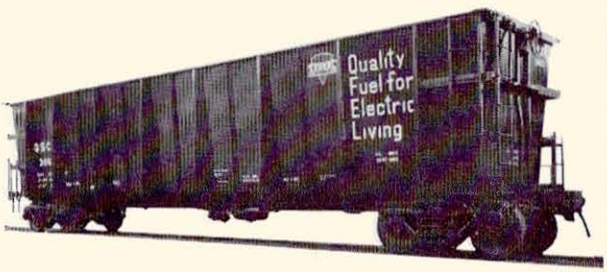
8/28/67

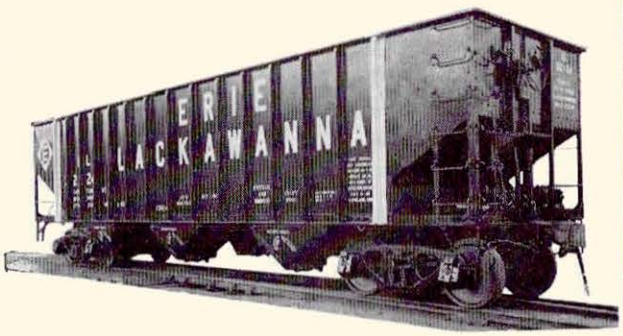
☐ **Please send information about subscribing to Railway Age.**

By 1975 an additional 80,000,000 tons of coal will move by rail to power companies annually.

Will your car fleet be ready for the job?





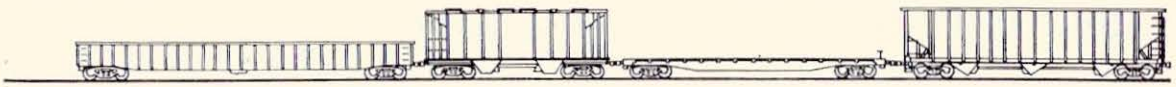


That's the forecast. Even with unit trains and fast turn arounds many more cars will be needed to handle that traffic. Coal hauling railroads are already considering this in their planning. The variety of cars envisioned is reflected in recent Greenville designs:

- ☐ **New, high-sided gondolas, some with rotary couplers for unit train service.**
- ☐ **Triple and quadruple cross hoppers for unit trains.**
- ☐ **Bottom dump equipped with hydraulic controlled, longitudinal doors.**
- ☐ **Conventional triple hoppers for general service.**

With new coal fields opening up, more railroads than ever will be involved with this major hauling problem. If your road is one of them, it's time you talked with Greenville. Regardless of your needs, Greenville has the cars for the job. Let's get together and discuss them.

GREENVILLE **STEEL CAR COMPANY**
Subsidiary of Pittsburgh Forgings Company
GREENVILLE, PENNSYLVANIA

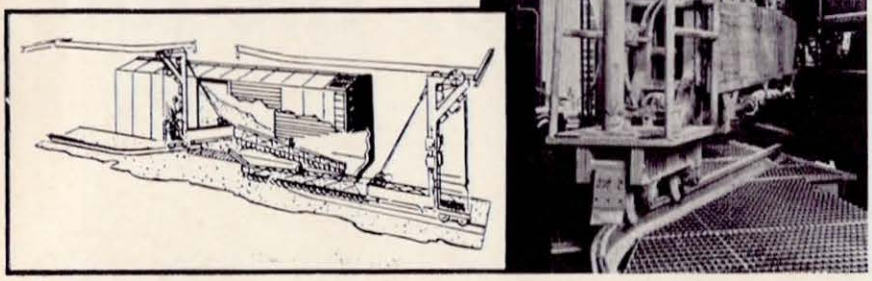


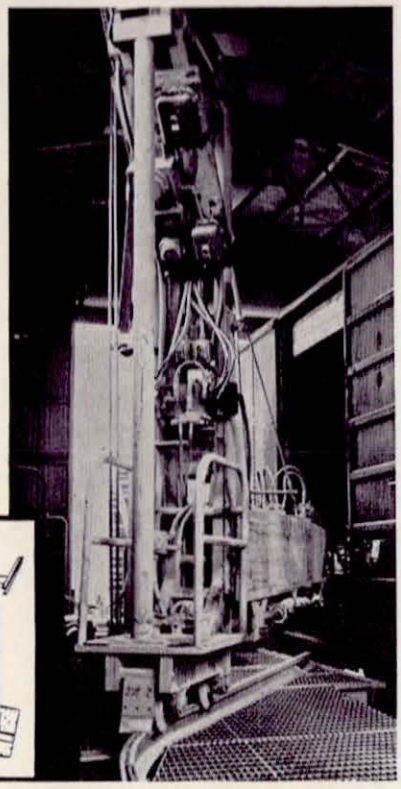
Circle 25 on reader service coupon

BY THE CARLOAD

If your problem is unloading incoming bulk materials from boxcars with speed, safety and low-cost — your best solution is an AUGERMOBILE unloader.

Units operate between monorails; works and unloads all standard boxcars. Hydraulic operated boom can be raised or lowered to any working level—easily reaches every corner of car. Mounted headlight provides illumination.





ANDEC AUGERMOBILE®

BOXCAR UNLOADER

These heavy duty and well proven machines quickly unload bulk materials of all kinds in a smooth, continuous flow . . . anything shipped by boxcar. Completely operated with electric and hydraulic controls by an operator outside of the boxcar. Can be installed anywhere where boxcars are unloaded. Speeds up unloading and eliminates demurrage. Installations can be made to fit your facilities and unloading requirements.

Write, phone, wire for all details on the AUGERMOBILE. Let our field service engineers show you how ANDEC can solve your unloading problems.

Other equipment manufactured by ANDEC:

- P-51 Overtrack Portable Covered Hopper Car Unloader
- HCU Permanent Undertrack Covered Hopper Car Unloader
- ICU Inclined Undertrack Covered Hopper Car Unloader
- PCU-900 Portable Hopper Car Unloader
- PGH General Purpose Portable Conveyor
- Permanent Conveyor Systems

ANDEC CORPORATION

2310 E. LOGAN ST. • P.O. BOX 1063
DECATUR, ILLINOIS 62526
PHONE AREA 217 428-4365

Circle 36 on reader service coupon

Prototypes for TTX

(Continued from page 48)

is only 5½ inches high in its down position. Container brackets are pivoted so that, when not in use, there is a runway for circus-style trailer loading.

The trailer hitch is cushioned by a rubber-in-shear unit which permits up to 13 inches of travel at the top plate where the king pin of the trailer locks into it. Raising or lowering of the hitch is performed automatically by the tractor during loading and unloading.

- **Rubber-cushioned containers.** TTX 103 has P-S-designed container brackets with 19 inches of travel in the rubber-in-shear mounts which are similar to those used for the hitches. While the deck is now fitted with eight brackets for two 40-foot containers, it could be equipped with more to handle up to four 20-foot units.

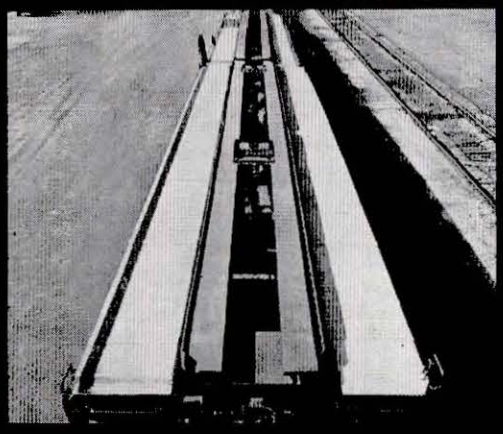
Bethlehem-built TTX 102 is now in service on the Southern. Prior to its delivery, the car was tested at the National Castings Technical Center in Cleveland. Originally the Bethlehem car was to have individually cushioned container pedestals. After early appraisals, this arrangement was discarded in favor of a new design with pedestals mounted on continuous rails sunk in the car deck.

These rails, which move on steel rollers, are cushioned by rubber-in-shear pads mounted below the deck. Bethlehem engineers point out that lighter, resilient cargo is protected by primary cushioning. Supplementary secondary cushioning operates under heavier or more rigid freight.

The twelve pedestals which allow 14 inches to travel in either direction can handle up to four 20-foot containers, in accordance with TTX specifications. There are two General American tractor-operated, low-profile trailer hitches which are also cushioned by rubber in shear and allow 24-inch travel. The car has conventional draft gears, as do the Pullman and General American prototypes. The ACF car is fitted with end-of-car cushioning rigidly-mounted trailer hitches and container brackets.

The attention given to container handling on the four prototypes does not mean than TTX has no such cars now. A large number, usually designated CTTX, are in service. What is being sought is an economical model which can support containers at their corners and, with a minimum of effort, be changed over to produce smooth runways for circus-style loading and unloading of trailers. ■

The American Pig



The G-89 is more than just another piggyback car. It's a system.

It provides maximum efficiency for crane loading and side transfer of containers . . . circus and crane loading for trailers. It's flexible and versatile. A system which insures the user against obsolescence.

Our new hitch has been through 10 years of simulated operation. It's the most perfected hitch in the business.

Bridging plates fit flush with the deck. Cushioned rub rails provide center guidance and are slotted in one foot increments, allowing flexible handling of containers in various lengths.

So when you're ready for a piggyback car that's been brought up on the right side of the tracks, call GATX.

FREIGHT CAR DIVISION

GENERAL AMERICAN TRANSPORTATION CORPORATION, CHICAGO

GATX™

Keith H. Lyrla
IC

George K. Weigel
IC

Dale W. Hardin
ICC

Grant E. Syphers
ICC

M. J. Dennehy, Jr.
NYC Transport

Joseph A. Holmes
SP

PEOPLE IN THE NEWS

DELAWARE & HUDSON.—**J. N. Evanoff,** assistant auditor of disbursements, appointed assistant to comptroller, Albany, N.Y., succeeding **W. R. Taylor,** who retired Aug. 1, after more than 46 years of service.

ERIE LACKAWANNA.—**Charles A. Parker,** district sales manager, Columbus, Ohio, promoted to division sales manager, Akron, Ohio, succeeding **Leo M. Blum,** who retired Aug. 1, after 47 years of service. **Howard A. Pattison,** sales representative, Cincinnati, succeeds Mr. Parker.

ILLINOIS CENTRAL.—**Keith H. Lyrla,** vice president and comptroller of the railroad and **Illinois Central Industries,** elected vice president-Executive Department, **IC** and **ICI.**

George K. Weigel, formerly vice president and comptroller, **Missouri Pacific,** elected to succeed Mr. Lyrla.

Robert L. Harper named director of training and development. He was formerly program supervisor of resident management training programs, **General Motors Institute,** Flint, Mich.

ILLINOIS TERMINAL.—**E. J. Sullivan** appointed superintendent of terminals, McKinley Junction, Ill. (P.O. Box 7282, St. Louis, Mo. 63177). **T. G. Byrnes** and **G. F. Knight** appointed trainmasters, Decatur and Federal, Ill., respectively.

William L. Giedman appointed general agent, St. Louis, succeeding **Ralph T. Cline,** resigned.

INTERSTATE COMMERCE COMMISSION.—**Dale W. Hardin** and **Grant E. Syphers** took their oaths as members of the ICC on July 26 (RA, June 19, p. 64; July 24, p. 36). Mr. Hardin succeeds **Charles A. Webb** and Mr. Syphers replaces **Abe McGregor Goff.**

KANSAS CITY SOUTHERN.—**David A. Cooper** named general agent, Seattle, to succeed **Eugene F. Goudelock,** district freight agent, who retired July 31 after more than 37 years' service.

KANSAS CITY SOUTHERN TRANSPORT CO., INC.—**T. A. Martin** appointed general manager of **KCS Transport, Landa Motor Lines,** and **Louisiana, Arkansas & Texas Transportation Co.,** with headquarters at Shreveport, La. He succeeds **E. O. Walters,** retired.

NEW YORK CENTRAL.—**William L. Parish,** supervisor of freight transportation, New York District, appointed suburban trainmaster, Hudson and Harlem divisions.

NEW YORK CENTRAL TRANSPORT CO.—**Michael J. Dennehy, Jr.,** appointed assistant vice president—traffic. He will represent the company in its development of Flexi-Van services in connection with motor carriers throughout the NYC system. Mr. Dennehy was formerly traffic manager, Associate Transport, Inc.

NORTHERN PACIFIC.—Redesignated the customer service engineering division of the management services department as the division of customer service planning. **J. A. R. Draper** appointed assistant director of the planning group. He was formerly manager of service planning in the marketing department, **New York Central. T. C. Hoff** named manager of equipment planning and car utilization, and **C. F. Tye,** manager of service planning and quality control.

SOUTHERN PACIFIC.—**Joseph A. Holmes,** assistant to the chief engineer, appointed assistant chief engineer, succeeding **Raymond C. Nissen,** who retired July 31, after a 42-year railroad career. **Theodore H. Kruttschnitt, Jr.,** public projects engineer, succeeds Mr. Holmes.

B. S. Sines, vice president, Houston, retires Aug. 31 after 42 years with the SP.

INDUSTRIAL TRAFFIC

Lyle L. Ringgenberg has been named director of transportation, **Republic Coal & Coke Co.,** Chicago, to succeed the late **Franklin R. Pope** (RA, June 26, p. 86).

Ansley Cope, manager—traffic control, **United States Steel Corp.,** Pittsburgh, retired Aug. 31.

Malcolm J. Newbourne has been appointed manager of traffic and transportation planning, **PPG Industries,** Pittsburgh. Mr. Newbourne was formerly manager market development, **Western Maryland,** Baltimore.

Kenneth L. Sodergren has been appointed traffic manager, purchasing department, **Interstate Bakeries Corp.,** Kansas City, Mo. Mr. Sodergren has had experience in traffic management with **Montgomery Ward** and **Gustin Bacon Manufacturing Co.**

Harold Sumerfield, assistant district traffic manager, **Bethlehem Steel Corp.,** San Francisco, has been promoted to district traffic manager there, succeeding **Frank Hubert, Jr.,** retired. **J. H. LeCompte,** senior traffic assistant, Bethlehem, succeeds Mr. Sumerfield.

Edwin P. Wintle, assistant to the general traffic manager, **Penn-Dixie Cement Corp.,** New York, has been promoted to assistant general traffic manager there.

OBITUARY

A. F. Birnbrauer, retired manager grain sales, **Pennsylvania,** died July 27.

Joseph C. Fullmer, former assistant to the vice president in charge of operations, **Chicago & North Western,** and more recently division manager in charge of hopper, box and stock car operations, **North American Car Corp.,** died Aug. 7 at his home in Elmhurst, Ill.

Stanley M. Houston, 69, retired chief mechanical officer, **Southern Pacific,** died Aug. 12 in Walnut Creek, Calif.

Andrew C. Scott, Jr., 75, retired general attorney, **Burlington,** died Aug. 15 in Hinsdale Sanitarium & Hospital, Hinsdale, Ill.

LEHIGH VALLEY has THE SITES

NEW JERSEY
NEW YORK
PENNSYLVANIA

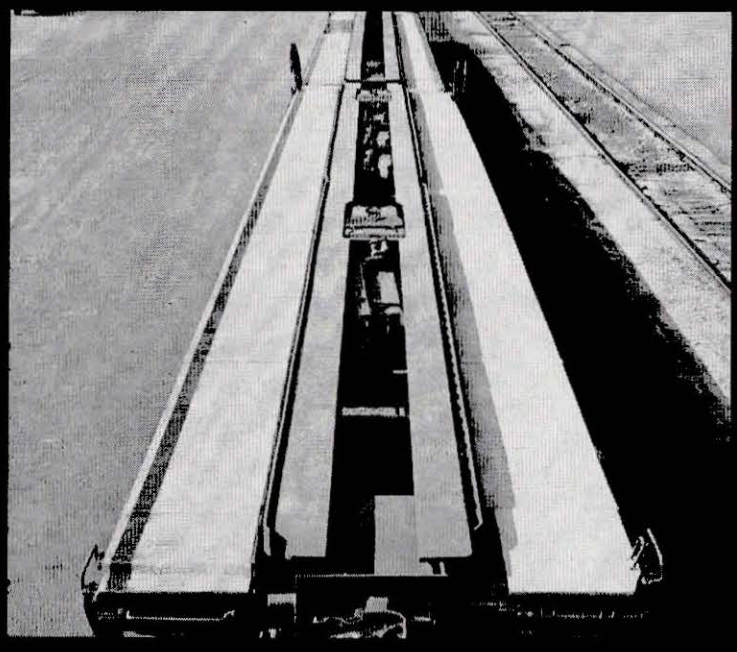
WILLIAM A. GOELLER
Manager Industrial Development

Lehigh Valley Railroad

LEHIGH VALLEY RAILROAD
140 CEDAR ST.
NEW YORK, N.Y. 10006
TEL. 212-227-5400

Circle 38 on reader service coupon

Santa Fe has just bought two hundred new G-89's with cushioned rub rails and bolsters.



The American Pig

FREIGHT CAR DIVISION

GENERAL AMERICAN TRANSPORTATION CORPORATION, CHICAGO

GATX

LETTERS FROM READERS

On terminal railroads

Torrance, California

To the Editor:

John S. Schirm, of Continental Chemical Products, wrote in the August 14th issue of Railway Age a letter you entitled "A Belt at Belt Line." May I take a "Belt" at most terminal handling. If Mr. Schirm thinks Houston is bad I would say he hasn't tried places like Chicago, Los Angeles Harbor, San Francisco-Oakland, Portland, Cleveland, St. Louis, Atlanta, Greater New York, etc., etc., etc.

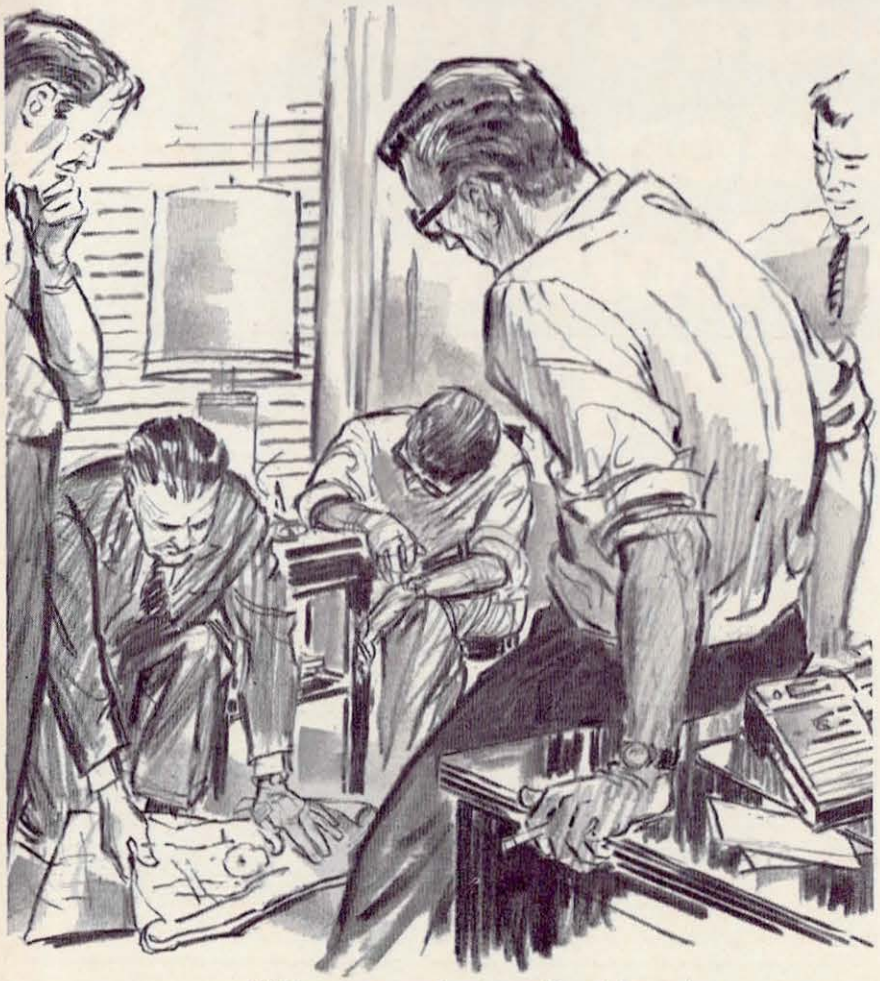
Frankly, there are legions of us that feel that the Operating Departments MUST stop making excuses as to why terminal handling can't be speeded up. Get off their "excuses" and plan, organize and CONTROL their yard people to get a job done and done promptly. Almost all railroad salesmen tell how they have to give a "bottle" to the switching crews to "get out of the crews' favorite three hour hiding spot" and switch a few cars at a place of business. Let the Operating Managers get out and personally check the crews. Write a few crews up to the unions a few times for not working. Fire a few crews for not working. (If you build a proper case, the Union has to be on the Managers' side.) Then and only then will the terminal be what it should be.

Likewise, it is time to tell the Operating Department workers, in the publications read by the workers, that they are going to have to increase their productivity or they won't have jobs. Forty years ago the railroads were handling at least 86 per cent of the interstate freight. Today they are handling less than 43 percent of the interstate freight. (They handle even less than this of intrastate tonnage.) In forty years at the present trend they will handle less than 10 per cent. Railway Age keeps talking about the tonnage the rails have recaptured. The questions are, Why did they have to recapture it? Why did they lose the tonnage? Why are they losing more and more each year? (More than 5 per cent already this year.) A big part of the answer is SLOW or SNAIL PACE terminal handling.

Enough of criticism. Here is a constructive suggestion, I hope. In recent issues of Railway Age and other transportation publications there have been advertisements and stories about combinations of vehicles that can operate over both the highways and the rails. Operating Departments—get truck tractors that can operate over the highwavs or take tractors most railroads already own and add the wheels that allow them to operate on railroad track and use them for switch engines. With proper handling and modification thev can be operated by one man "crews." (Don't talk about unions—make everyone a truck-tractor "engineer.") The only Brand Name that I can remember at the moment is the Dodge Shuttle Truck, but I have seen others.

Please, don't anyone tell me why it won't work, only tell me when I can get this service and how wonderful it is.

K. Paul Thorpe
General Traffic Manager
Harvey Aluminum (Incorporated)



"I'm not much at reading blueprints, but that name in the corner is enough for me. They have years of experience ... and a complete line!"

"who?" "Brandon"

...THE MOST RECENT SPECIALIST TO JOIN THE LINE-UP OF

POOR & COMPANY

Brandon Equipment Division, 332 S. Michigan Ave., Chicago, Ill. 60604
Load securement is our only product!

17-1-3

Circle 28 on reader service coupon

◀ Circle 27 on reader service coupon

PRR's new fast trains

Philadelphia, Pa.

To the Editor:

I appreciate the more positive approach you took in your July 17 editorial, indicating the improvements which will be made in scheduled speeds with the advent of the new service between New York and Washington. Actually, the new schedules will represent a 30% improvement in average speed over present schedules. As experience is gained in all phases of the operation, it is anticipated that the trains will be further speeded up and will be operated on schedules comparable to those in Japan.

On Japan's New Tokaido Line, the limited express trains, which are comparable to our new service, average 80 mph in covering the 30 mile route with 10 intermediate stops. Our high-speed trains will cover 226 miles with 5 intermediate stops, averaging 77 mph and are scheduled to cover the 69 miles from Wilmington to Baltimore in 43 minutes, for an average speed of 96 mph. The Tokaido Line also operates some 2-stop superexpresses, which are scheduled to average 101 mph [28 a day, in each direction—ed.]. While these are in no way comparable to our forthcoming New York-Washington service, in actual practice they are averaging only 96 mph, or about the same as our trains will between Wilmington and Baltimore.

It is significant that the Japanese trains are operating on a brand new railroad built at a cost of about $1 billion dollars, while the increase in speed on the Pennsylvania will be accomplished with an investment in the existing railroad line of $55 million, of which only $10 million will be public money.

The fastest run made by the prototype Japanese trains was at 159.75 mph. The four laboratory test cars being used by the Department of Transportation have already achieved a speed of 157 mph. The 50 cars being built for the new service will have twice the horsepower of these test cars.

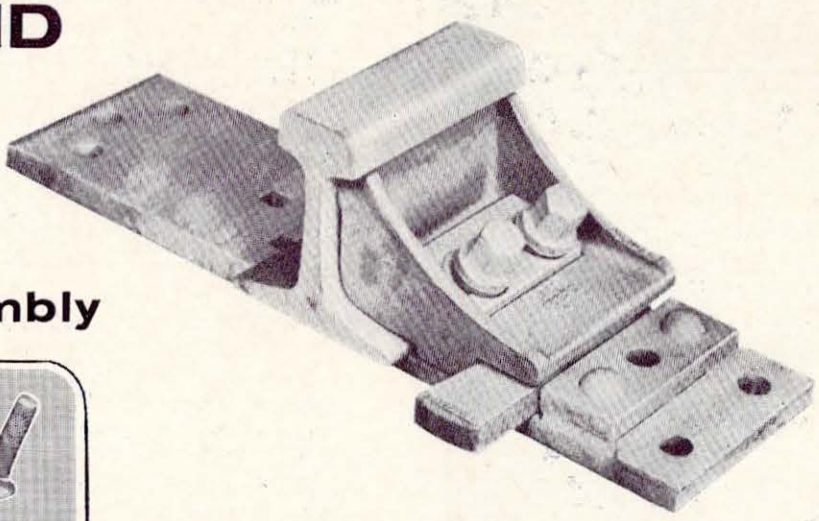
We agree with you most heartily that speed alone will not do the trick. Thus, we have planned the fast trains, scheduled to start this fall, to feature equipment exceeding in comfort and luxurious appointments any railroad cars in regular service anywhere in the world.

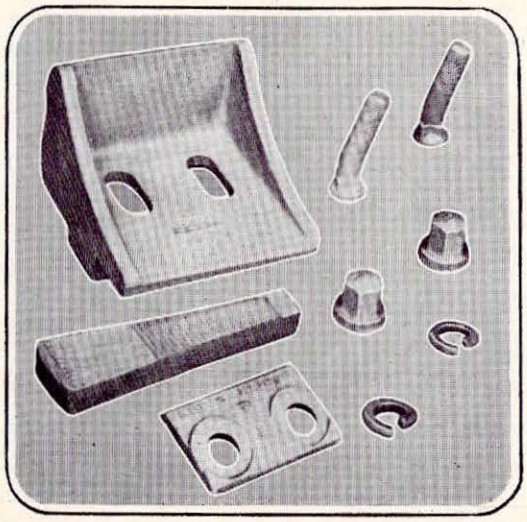
With meals served at your seat from modern electronic food galleys in the VIP chair cars to the most modern design snack bars in the coaches, there will be no need for a passenger to go hungry for a minute, much less for three hours!

We hope, we will have the opportunity of serving you and millions of others abroad this new service, and that the combined efforts of the Pennsy team will prove to you and the public that we are doing our best to provide an excellent service designed specifically for the needs of the Northeast Corridor.

John W. Diffenderfer
Assistant Vice President
Special Services Dept.
The Pennsylvania Railroad Company

CLEVELAND
Adjustable
Rail Brace
and Plate Assembly





REDUCE MAINTENANCE COSTS

This adjustable rail brace is widely used on heavy switches. The inclined bolt principle provides a horizontal force which pushes the brace tight against the rail, a condition not obtained with vertical bolts. Serrations on top of the wedge and on the underside of the brace make adjustment simple, and prevent the wedge from backing out of position. Component parts are made from malleable iron to withstand shock and to resist corrosion.

CLEVELAND FROG AND CROSSING CO.
Subsidiary of Pettibone Mulliken Corporation
6917 Bessemer Ave., S. E. Cleveland, Ohio 44127

Circle 29 on reader service coupon

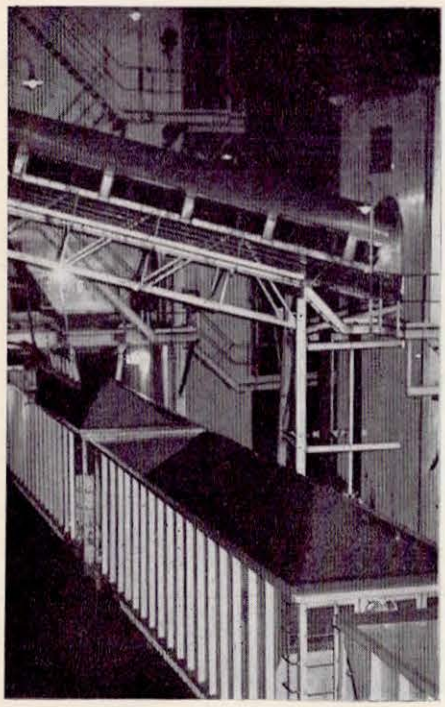
VAPOR

Pace Setter™

SPEED CONTROL

Automatically maintains uniform pre-selected speed for loading, humping, weighing in motion, automatic journal box oiling—and wherever precise, low, constant speed is required. Accurate, constant speed assures fast, smooth loading and unloading of unit trains and quick turn around of rolling stock. Wear and uneven stress on cars is reduced; profit potential of unit trains increased; time is saved in hump yards through constant locomotive speed; and customers receive faster service due to shortened unloading time.

Combined with Vapor Speed-Log, (for accuracy and stability in speed indication), Pace Setter rounds out a complete speed control system.



VAPOR

PACE SETTER

SPEED CONTROL

® RAILROAD AND TRANSIT DIVISION

VAPOR CORPORATION

6420 WEST HOWARD STREET, CHICAGO, ILLINOIS 60648

A Subsidiary of GP General Precision Equipment Corp.

Circle 33 on reader service coupon

Luther Miller

AS THE EDITOR SEES IT...

SERMON IN THE SKY—Whenever I climb into an airplane, which is fairly frequently, I do so with a mild twinge of guilt. That is one reason I spend a lot of my time aloft talking (to whoever will listen) about how great railroads are as the pipelines of commerce, and how much greater they are going to be in the years to come. Another reason that I prefer to do my evangelizing at 30,000 feet derives from the conviction that the best targets are usually to be found in enemy territory.

So a few days ago, flying from St. Louis to New York, I was busily instructing an up-to-then friendly lawyer in the problems and potentials of railroading when he cut me short.

"You railroad guys really burn me up," he said. "You talk about capital starvation and a hand-to-mouth existence and how the railroads are always scraping the bottom of the barrel just to make ends meet. Who do you think you're kidding? Anybody who reads the papers knows that the railroads are still stashing away millions of dollars, and I'm talking about net. Now how about that?"

I gave the flying barrister what I thought was a pretty good answer. I could have given him an even better one had I already come across, as I did a few days later, an interview which PRR President Allen J. Greenough gave to that railroad's excellent employee newspaper, the "Pennsy."

INCOME VS OUTGO—Mr. Greenough gave his interviewer what he called a "startling and dismaying" statistic. PRR, he said, earned only $6,400,000 in the first half of 1967. And Mr. Greenough drove home the point that so many people, when reading railroad financial news, seem to miss:

"We pay out in wages, fringe benefits and payroll taxes $10,000,000 a week. Thus, all we earned in those six months would meet our payroll for less than five days."

Maybe industry-wide earnings ought to be reported this way. All Class I railroads earned $264 million in this year's first half—a figure which, by itself, looks pretty good. But the kind of arithmetic done by Mr. Greenough would quickly reduce this to the "startling and dismaying" statistic that it is. Perhaps even the railway labor press, which likes to talk about the "rich railroads," would get the point.

ONE "PRIVILEGE" WE LACK—All of this brings to mind a letter received recently from a California "rail-fan"—another lawyer, as it happens—who feels strongly that railroads ought to be required (by new laws, if necessary) to operate passenger trains whether they can pay their way or not. "The people of the United States," he argues, "have given special privileges to the privately owned railroads and to railway labor by laws passed by Congress and the several states as public utilities and by special labor laws." In return for the privileges which accrue from this public-utility status, he suggests, the railroads are obliged to perform certain services at a loss.

The biggest "privilege" of a public utility, of course, is what amounts to guaranteed earnings. It was recently held that a "fair" return for AT&T, for example, was 7% to 7.5%. (The AT&T return, at the time, was higher.) The CAB has ruled that something like 10.5% is a "fair" return for trunk airlines—and with massive government help, they're making it.

But the railroad rate of return, for the 12 months ended June 30, was 3.12%.

Railroads don't want a statutory guarantee of a fixed rate of return. That just wouldn't work. But more freedom to set rates (downward as well as upward) would help give them this "privilege" of a public utility that they are now so sadly lacking.

MARK 50 MARK R-500

SIX YEARS of proven dependability

Over SIX YEARS of reliable service operation on over 122 railroads!

Unconditionally Approved under A.A.R. Specification M-901E!

Cardwell Westinghouse precision engineering combines maximum capacity requirements in the Mark 50 and the Mark R-500 with top performance results. *The criteria of draft gear effectiveness is not only capacity, but time-tested, reliable performance!*

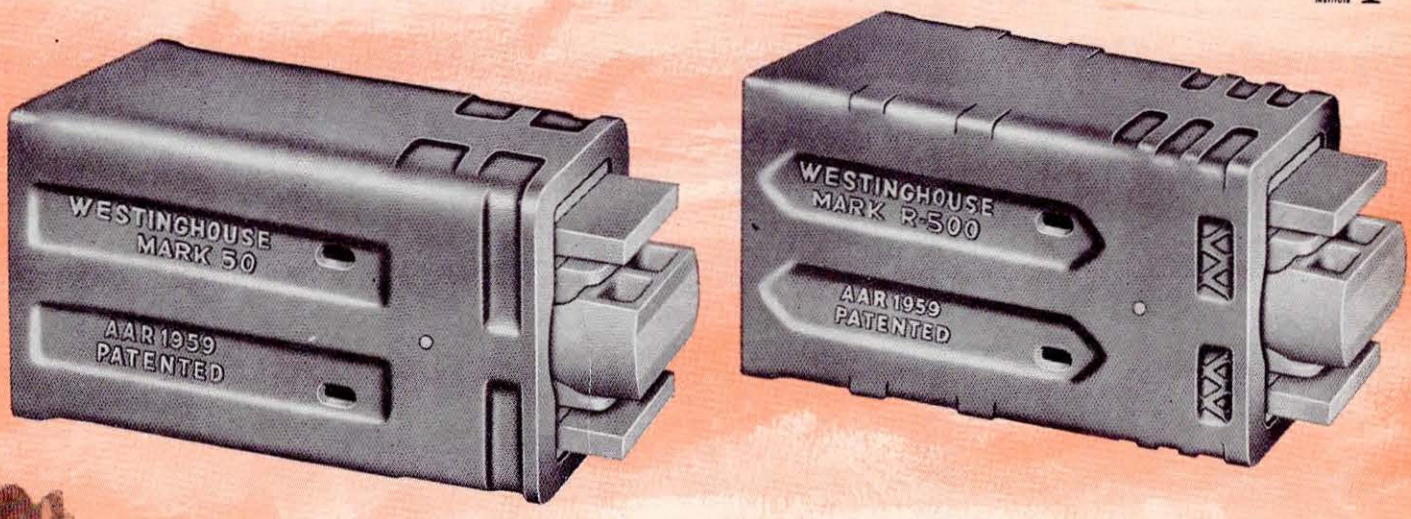
For reliability and profit, Specify the Mark 50 or Mark R-500. They're proven in service!

CARDWELL WESTINGHOUSE COMPANY

332 SOUTH MICHIGAN AVENUE, CHICAGO, ILLINOIS 60604, U.S.A. • TELEPHONE: 312-427-5051

INTERNATIONAL DIVISION SAME ADDRESS

RPI



never...

let your piggyback trailers stay this unprofitable!

And they won't for more than a few hours . . . if you are using REALCO piggyback trailers from The National Railroad Trailer Pool.

Service is REALCO's business. All you have to do is call us (day or night) if your REALCO trailers are damaged. That's *all.*

Then REALCO people move fast, from repair bids on through final inspection. **Our exclusive Trailer Damage Protection Program absorbs repair expense up to $150 for off-car damage...for the lifetime of every REALCO trailer!**

It's just one more way REALCO shares with *all* members the benefits which result in serving the world's largest fleet of piggyback trailers. (Now over 12,000 units.)

REALCO really stands for *full service* . . . by skilled personnel performing at 116 REA garages and 226 outside repair facilities: Comprehensive tire service; preventive maintenance; a fleet of Mobile Service Units; and REAL Service repair facilities. (Not to mention licensing fee absorption and Centralized Trailer Accounting by REALCO.)

And our volume of trailer purchases, equipment standardization, central controls and national scope permit us to *deliver* these services *more* economically than anyone else!

It all adds up to REAL Service. Would you like to discuss the many clear-cut savings that await you in leasing a REALCO fleet of trailers? Contact REALCO now:

REALCO®

Serving THE NATIONAL RAILROAD TRAILER POOL

CHICAGO 60607, 433 W. HARRISON ST., (312) 939-1375 ■ NEW YORK 10017, 219 E. 42ND ST., (212) 557-8863 ■ ATLANTA 30309, 1409 PEACHTREE ST., N.E., (404) 875-4791

Circle 1 on reader service coupon

Warehouse on NYC site is a whopper

The Indiana facility may produce 3,500 carloads yearly.

If Evansville, Ind., ever needs an enclosed sports stadium, it might consider using the mammoth warehouse located in that city this year on New York Central tracks. The $3-million building covers enough ground for 10 football fields. Its 456,000 square feet of floor space and its 30-foot-high ceilings give the structure a capacity of 14 million cubic feet (a lot of football fans).

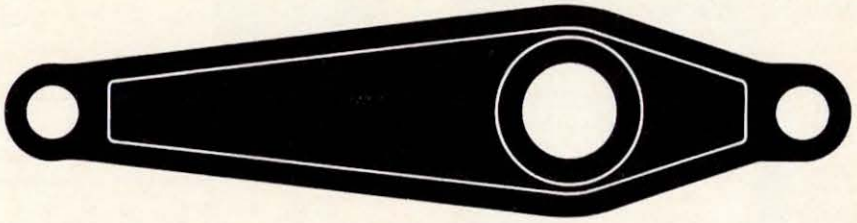
The warehouse occupies 30 acres of a New York Central 160-acre industrial park, and is the first occupant of the site. It was built by Evansville Distribution Center, Inc. It's operated under lease by Distributors, Inc., part of a warehousing group controlled by Elston-Richards Storage Co. of Grand Rapids, Mich.

The Central looks for the warehouse to produce 3,500 carloadings annually. Traffic will move to and from there on the Evansville-Terre Haute branch from the road's St. Louis-New York main line. Central has reciprocal switching arrangements with the other railroads that enter Evansville including Southern, Louisville & Nashville, Illinois Central and Chicago & Eastern Illinois.

The structure is equipped with 32 truck docks and two 29-car rail sidings. Construction materials include 2,450 tons of steel joist, beams and roof deck, 2,000 tons of prestressed concrete, 9,500 cubic yards of poured-in-place concrete. In addition to its storage space, the building has 4,800 square feet of air-conditioned offices and luncheon facilities. The warehouse will use an estimated 5 million BTU's of gas per hour in its operation.

J. Robert Carlton, Evansville Distribution Center president, says the city is "one of the major centers of the warehousing industry." With more than 300 warehouses on its lines, New York Central has room for a lot more in Evansville, with the new warehouse being the only tenant of the industrial site, which Central began assembling 10 years ago. The railroad has an additional 320 acres of land in the Evansville area. ■

Call PITTSBURGH for Brake Gear Forgings



Write for our latest Railroad Car Forgings Catalog
See 1966 Car & Locomotive Cyclopedia, Sec. 14, p. 785

AREA 412:264-4000

Engineered to your individual requirements and to AAR standards

Pittsburgh Forgings Co.
Railway Forgings Department
OFFICES: 407 THORNE STREET, CORAOPOLIS, PA. 15108
PLANTS: CORAOPOLIS, PA., and JACKSON, MICH.
Circle 32 on reader service coupon

Book your space on this revolutionary scene!

2nd International Container Services and Equipment Exposition

28th October–1st November 1968 at the Civic Centre and Dundalk, Baltimore (over ¼ million sq ft)

Baltimore is the second link in the world-wide chain of Container/Export Services shows. 1 London – May 1968. 2 Baltimore – October 1968. 3 Melbourne – May 1969. 4 Hamburg – October 1970.
It is of international interest to users and potential users of containers, container services, and container manufacturing equipment. **New** products, **new** techniques, **new** developments – many revolutionary concepts presented in practical and advantageous forms. Great emphasis will be placed on all aspects of distribution/freight movement and handling and will embrace the many 'export services' associated with international trade. A convention will be held during the exposition and attended by world renowned speakers. Official support is assured from international trade associations and government departments. The world is *your* market: let the world's buyers see you are a leader in your field. Send now for complete details of space/booth charges, from the organisers:

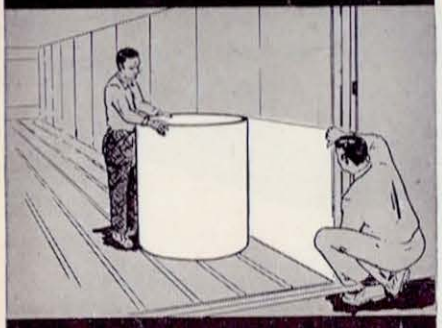
Mack-Brooks Expositions
Suite 438-440 Lord Baltimore Hotel
Baltimore Maryland Telephone 539 8400

or Mack-Brooks Exhibitions Ltd.
96 Hatton Garden London EC1 England
Telephone 01-405 5171
Telegrams MACK-BROOKS London EC1

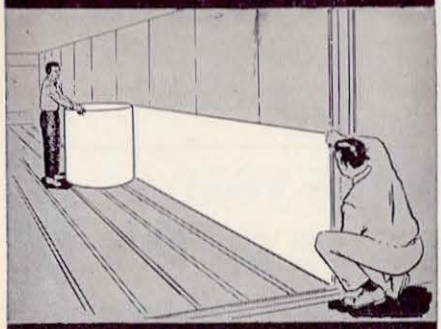
Circle 31 on reader service coupon

GLASBORD®

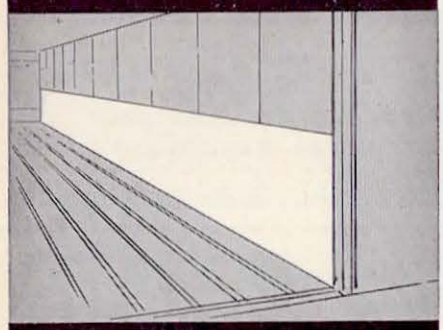
SCUFF PLATE



IS AVAILABLE



THE LENGTH



OF YOUR UNIT

High strength, Glasbord Scuff Plate for piggy-back trailers, containers, freight cars. Dry freight and refrigerated vans — M.I.D. Accepted.

For complete details request Bulletin No. 67.

kemlite **KEMLITE CORPORATION**

P.O. BOX 429, JOLIET, ILLINOIS 60434

Circle 34 on reader service coupon

WATCHING **WASHINGTON** WITH WALTER TAFT

TAFT

HIRING SHIPPERS—It's now clear that the railroads may pay allowances to shippers for trucking freight that would otherwise move in line-haul rail service. It is also clear that the freight on which such allowances are paid may originate on roads other than those making the payments. Allowances for shipper performance of terminal operations or accessorial services are quite common—but formal ICC sanction of line-haul allowances is something new.

The sanction came in the Commission's recent report in the I&S No. 8008 proceeding, a case to which the Commission gave status as one involving issues of general transportation importance. The decision drew dissents from three commissioners. They assailed the approved allowance plan as unlawful, complaining that it encourages wasteful transportation, enables a railroad to invade the natural territory of another road, and lacks the usual allowance plan's justification as something which helps the railroads, being "solely for the shippers' convenience."

THE ALLOWANCE PLAN—The allowance plan, published in tariffs of several southwestern railroads, has been in effect for several years. It applies to shipper movements of cotton from gins to compress points from which the baled cotton is shipped by rail. The railroads defend the plan on three principal grounds—it alleviates box-car shortages, helps meet the competition of unregulated truckers, and cuts railroad costs of handling the cotton from gin to compress.

"The practical aspects of the allowance in solving these transportation problems facing the respondent railroads cannot be lightly considered," the Commission said in clearing the plan. "It has been our consistent policy," the report added, "to encourage the development and implementation of technological and service innovations which produce operational savings for the carriers, are to the advantage of the shipper, and accommodate marketing changes."

The Commission added that "weight must be given to the benefits to the shipping public resulting from relief of the ever increasing box car shortage and to the respondents in meeting the competition from unregulated trucks for this cotton traffic."

NO LINE EXTENSIONS—Specific Commission determinations in support of this general clearance included rejection of contentions that allowances for trucking from points on other railroads amount to extensions of line without the certificates required by the Interstate Commerce Act's Section 1(18). "The section is by its terms limited in applicability to physical extension of lines," the report said. It recognized that these allowances for trucking from out-of-territory gins are fictional because the paying road could not perform the rail service for which the trucking is substituted—but "the use of fictions in ratemaking has been found necessary and helpful in certain situations."

DISSENTS—The dissenters were Commissioners Rupert L. Murphy and John W. Bush, and former Commissioner Abe McGregor Goff. Although its release was delayed a couple of weeks, the decision was reached July 31, the day Goff ended his service on the Commission. (His successor is Commissioner Grant E. Syphers.)

Murphy doubts that the true intent of the allowance plan is to alleviate box-car shortages or win traffic from unregulated truckers. He suspects that it is designed principally to bring to the paying railroad traffic which would normally go to other roads. It was Bush who called the plan unlawful because it benefits only shippers, giving them payments for services which the paying railroads would not be obligated to perform. Goff saw the plan as a device by which discrimination is accomplished. He also called it a catch-as-catch-can system of rebating—"most aptly described by counsel for one of the parties as 'The Green Stamp Case.' "

MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended Aug. 19 totaled 568,624 cars, the Association of American Railroads announced on Aug. 24. This was an increase of 16,411 cars, or 3.0%, compared with the previous week; a decrease of 24,709 cars, or 4.2%, compared with the corresponding week last year; and a decrease of 21,495 cars, or 3.6%, compared with the equivalent 1965 week. Ton-miles generated by carloadings in the week ended Aug. 19 are estimated at 14.5 billion, a decrease of 0.1% below the corresponding week of 1966, and an increase of 4.0% above the 1965 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Aug. 19

District	1967	1966	1965
Eastern, including Allegheny and Pocahontas	217,581	236,775	231,365
Southern	114,788	110,314	110,605
Total Eastern and Southern Districts	332,369	347,089	341,970
Northwestern	91,745	95,167	95,348
Central Western	106,541	112,534	113,432
Southwestern	37,969	38,543	39,369
Total Western Districts	236,255	246,244	248,149
Total All Roads	568,624	593,333	590,119
Grain and Grain Products	52,383	58,183	55,632
Livestock	1,242	1,598	1,966
Coal	114,207	119,614	117,235
Coke	6,694	8,262	8,740
Forest Products	42,302	39,355	39,410
Ore	51,393	57,372	56,674
Merchandise l.c.l.	4,230	6,108	8,466
Miscellaneous	296,173	302,841	301,996
Aug. 19	568,624	593,333	590,119
Aug. 12	552,213	581,545	588,748
Aug. 5	548,634	584,011	588,449
July 29	548,838	592,510	591,499
July 22	483,090	572,535	582,598
Cumulative total, 33 weeks	17,632,009	18,552,827	18,371,455
Estimated revenue ton-miles (billions) 33 weeks	455.7	464.4	434.0

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Aug. 12 totaled 23,076 cars, carrying 38,728 trailers, compared with 22,955 cars, carrying 37,168 trailers, in the corresponding 1966 week. Loadings for 1967 up to Aug. 12 totaled 718,170 cars, carrying 1,179,628 trailers, compared with 694,200 cars, carrying 1,143,668 trailers, in the corresponding period of 1966.

IN CANADA—Carloadings for the seven-day period ended Aug. 7 totaled 67,031 cars, compared with 95,837 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Aug. 7, 1967	67,031	19,233
Aug. 7, 1966	72,104	20,681
Cumulative Totals		
Aug. 7, 1967	2,280,276	757,483
Aug. 7, 1966	2,415,649	776,256

LOCOMOTIVES

► *New York Central.*—Ordered 10 Century 430, 3,000-hp diesel-electric locomotives from Alco at a cost of approximately $2 million. Delivery will be made in the fourth quarter and will bring the total of Alco locomotives on the Central to 500.

PASSENGER TRAIN CARS

► *Erie Lackawanna.*—Will acquire 255 new air conditioned passenger cars over the next five years under terms of a commuter assistance agreement signed with the State of New Jersey (see p. 11).

ORDERS AND DELIVERIES

► *Orders Decrease.*—Orders were placed for 2,504 new freight cars in July, compared with 7,799 in June (when orders reflected reinstatement of the 7% investment tax credit) and 5,717 in July 1966. Deliveries of new cars totaled 5,686 in July, compared with 8,458 in June and 6,975 in July 1966. Deliveries of rebuilt cars totaled 1,266 in July, compared with 1,706 in June and 945 in July 1966. Backlog of new cars on order and undelivered on Aug. 1 was 27,063, compared with 30,730 on July 1 and 58,892 on Aug. 1, 1966. Number of cars scheduled for rebuilding on Aug. 1 totaled 12,897, compared with 12,563 on July 1 and 8,961 on Aug. 1, 1966.

NEW FACILITIES

► *Belt Railway of Chicago.*—Ordered 132 Hevi Car Kits from the Signal & Communications Division of WABCO. The kits will be used to increase the tonnage which WABCO retarders presently in use are able to support and involve replacing the 12-inch cylinder used on the earlier retarders by a 14½-inch cylinder and extra springs.

► *Louisville & Nashville.*—Will spend approximately $5.5 million for the purchase and installation of 32,000 tons of new 132-pound rail, and 21,000 tons of welded relay rail with fastenings and associated signal equipment. New m/w machinery will be purchased for the rail-laying program. Other projects authorized by the board of directors include modification of terminal facilities at East St. Louis to include consolidation of all traffic and operating department administrative activities into a Customer Service Center; construction of a new yardmaster's tower, installation of floodlighting, in-yard communications and upgrading of intraterminal and long-distance communications at East St. Louis; replacement of agency facilities at Huntsville, Ala.; and extension of rail lines to two new industrial plants at Birmingham, Ala.

► *Northern Pacific.*—Ordered Type E2 CTC equipment from General Railway Signal for control of approximately 30 miles of main line between Castle Rock and Wabash, Wash.

TRACK EQUIPMENT

► *Norfolk & Western.*—Ordered three Switch Electromatic tampers from Tamper, Inc.

► *Pittsburgh & Lake Erie.*—Purchased three Switch Electromatic tampers from Tamper, Inc.

YOU OUGHT TO KNOW

Veteran railroader dies: Walter A. Lucas, 73, retired managing editor of the Car Builders' Cyclopedia and the Locomotive Cyclopedia, died at Paterson, N. J., on August 19. An authority on railroading, with particular emphasis on rolling stock and history, he was associated with the railway industry most of his life. After starting with the operating department of the New York, Susquehanna & Western, he was subsequently a draftsman and designer for American Car & Foundry, the Canadian Pacific, Magor Car, Gregg Car, and Electric Railway Presidents' Conference. He joined Simmons-Boardman in 1936 and retired in 1958. In addition to many magazine articles, he was the author of several books: History of the New York, Susquehanna & Western (1939), From the Hills to the Hudson (1944), Pocket Guide to American Locomotives (1953), Popular Picture and Plan Book of Railroad Cars and Locomotives (1951), One Hundred Years of Steam Locomotives (1957), One Hundred Years of Railroad Cars (1958), and Locomotives and Cars Since 1900 (1959).

McCarter stays in Washington: When the National Capital Transportation Agency goes out of existence this Sept. 30, it won't be the end of the road for NCTA Administrator Walter J. McCarter. The Washington Metropolitan Area Transit Authority will absorb the interim agency's functions, and McCarter will become Senior Rapid Transit Advisor, on a part-time basis.

New TrucTrain terminal: Newest terminal in the Pennsylvania's TrucTrain (piggyback) network is at Canton, Ohio. The new facility, which has parking space for 35 trailers, is at the site of of the former engine house in Pennsy's Canton freight yard. PRR maintains 33 other TrucTrain terminals in its 13-state area.

Transport - design symposium: "Transportation Graphics: Where Am I Going? How Do I Get There?" is the topic of a day-long symposium for transportation experts, designers and government officials to be held at New York's Museum of Modern Art Oct. 23. Speakers will include Lowell K. Bridwell, Federal Highway Administrator; Jock Kinneir, design consultant for British Railways; Charles Haar, assistant secretary of the Department of Housing and Urban Development; and New York City Traffic Commissioner Henry A. Barnes.

C&EI completes stock sale: Chicago & Eastern Illinois has completed the sale of 616,585 new shares of common stock for $6.2 million to be used for a three-year capital improvements program. Primary subscription rights were exercised for 98.7% of the shares offered, and the remaining shares were pro-rated among stockholders who had exercised an over-subscription privilege. By exercise of rights, Missouri Pacific acquired 41.1% of the offering.

Two on one: Each of the ten air-conditioned subway cars now in service on the New York City Transit Authority has a pair of motor-driven compressor-condensor units, rather than only one as was incorrectly indicated in the August 7 issue, page 22. Cooling installations for five cars were supplied by Safety Electrical Equipment and for the remaining five by Trane.

RPI backs tax-relief bill: Railway suppliers, acting through the Railway Progress Institute, last week urged the enactment of S. 927, a bill to grant common carriers more equitable treatment in state and local property tax charges. RPI President Nils A. Lennartson told a Senate Commerce subcommittee that discriminatory charges "have increased the property tax bill of the nation's railroads by 50% and deprived the railroad industry of funds which otherwise could have gone into providing better service."

Truck tonnage: Intercity truck tonnage in the week ended August 12 was 1.7% above that of the previous week, but 3.5% below the volume in the corresponding week of 1966, according to American Trucking Associations.

Current statistics

Net Income	
3 mos., 1967	$120,000,000
3 mos., 1966	172,000,000
Carloadings, revenue freight	
33 wks., 1967	17,632,009
33 wks., 1966	18,552,827
Freight cars on order	
July 1, 1967	30,730
July 1, 1966	59,923
Freight cars delivered	
6 mos., 1967	47,587
6 mos., 1966	44,068
Serviceable cars	
July 1, 1967	1,420,402
July 1, 1966	1,414,938

Signalmen elect new president, act on issues

In a move that came as little of a surprise, Brotherhood of Railroad Signalmen delegates in convention elected secretary treasurer C. J. Chamberlain to succeed president Jesse Clark, who had earlier announced that he would not be a candidate for re-election and would decline any nomination.

Clark had served as president of the 66-year-old union for more than 22 years and said that he was ready to lay down his tools and let a dynamic young man with an aggressive spirit and unbounded vitality take over.

Chamberlain, upon accepting the nomination, pointed out that his last 10 years of experience under the guidance of Jesse Clark and other officers has given him an insight on what has to be done, and how to do it. "We have a lot to do," he added, "and it is not going to be easy, but, we have a very militant determined group of young officers who want to get the signalmen going." He was unanimously elected and Clark was elected president emeritus by acclamation.

• **Other changes.** The delegates, in turn, stepped up vice president P. T. Drummond to secretary treasurer. Grand lodge representative M. B. Frye was elected to fill the vacancy as vice president.

The brotherhood's vice president, C. K. Fields, assigned to Washington, D. C. announced that he will retire September 30 and vice president B. H. Steuerwald, currently assigned to the western district, was elected to fill the Washington vacancy. Steuerwald had been assigned as grand lodge representative in Washington prior to becoming vice president and appeared to be the logical man to pursue the organizations aims in Washington.

It appeared to be a surprise when the delegates elected a newcomer to their Grand Lodge staff. Southern Pacific General chairman R. T. Bates was elected by acclamation to fill the vice president's post in the west. He will be headquartered in Denver, Colo.

• **Convention action on issues.** While the convention took decisive action on a number of issues, two were not anticipated and it is expected that they will have a far-reaching effect.

The delegates decided that they should have more to say about Section 6 notices filed with the railroads and that they should also have the final say on national agreements.

Contrary to action recommended by their committee on laws they adopted a constitutional amendment requiring that all such matters be submitted by referendum for a majority approval of all general chairmen.

The B of RS delegates also acted on merger proposals and adopted the report of their committee on resolutions. That committee said: "We believe that we have a sound and solvent organization and we do not have to merge with any other union." The latest proposal, however, from the Clerks (BRAC) was not discussed at the convention.

• **New group assumes office.** The new team of officers will assume office on October 1 when current terms expire. In addition to those officers named, the following officers were elected: Gerald Orndorff, vice president-National Railroad Adjustment Board; T. H. Gregg, vice president-South; C. S. Chandler, vice president-Midwest; H. A. Stockdale, grand lodge representative-Canada. The Grand Board of Trustees, W. H. Lewis, (AT&SF) W. D. Wilson (E&LW) and C. R. Scott (CN-CP), was re-elected. ■

TECHNICAL TRAINING FOR RAILROAD MEN

Exclusive study service for railroad employees helps to increase practical knowledge. Coupon brings full information.

Mail it today!

RAILWAY EDUCATIONAL BUREAU
1809 Capitol Ave., Omaha, Neb. 68102

Send information on technical training study service as checked below:

- ☐ Carman & car inspector
- ☐ Loco. & mech. equipment
- ☐ Loco. elec. equipment
- ☐ Sht. metal, pipe fitter
- ☐ Supervision
- ☐ Apprentice training

Name .....

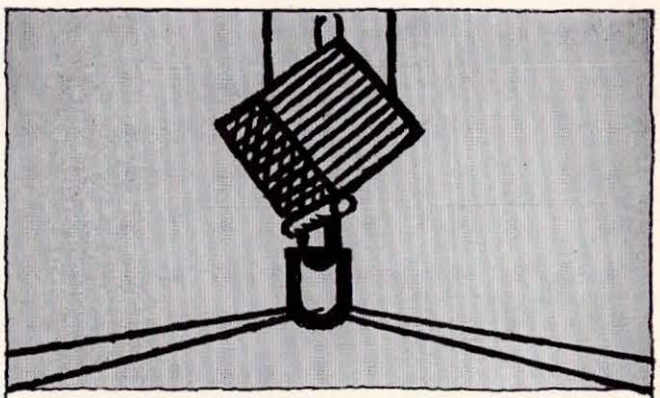
Address .....

City, state, ZIP .....

Railroad .....

Position .....

(RA 87)



NOW GERMAN FEDERAL OFFERS MODERN CONTAINER-TRANSPORTATION FOR YOUR FREIGHT The outlook at German Federal...modern, to provide you with container-transportation for any load that can be transported by truck. German Federal offers individualized service, with frequent schedules over a vast network of track, to expedite your load. Numerous dockside facilities, as well as inland container terminals. Bales, beans, or baseballs...all ride safe, secure on German Federal, in trans-containers which minimize handling, loss and crating weight costs. Let's talk freight before you ship your next load. Contact Dept. P

GERMAN FEDERAL RAILROAD
11 WEST 42nd STREET, NEW YORK, N.Y. 10036
JOACHIM WENZEL, GENERAL REPRESENTATIVE

GFR GENERAL AGENCY FOR NORTH AMERICA

Circle 35 on reader service coupon

2,000 CYCLE DURABILITY SLAM TEST

MFG HATCH COVERS

MFG's "Durability Slam Test" represents more than 30 years normal service for the average railroad hopper car.

2,000 openings, 2,000 closings — 4,000 total slams without damage — demonstrate the durability of MFG's fiber glass reinforced plastic hatch covers.

MFG hatch covers are light weight, will not rust, corrode, warp or dent, and they resist sweating — provide positive sealing for protection of any cargo.

Trough hatch covers (as shown being tested) weigh only 80 pounds. Bulky torsional mechanisms and awkward lifting devices are eliminated — reducing overall car weight.

Circular and trough hatch covers available. For complete technical data and information, call or write:

MFG

Molded Fiber Glass Body Company

Transportation Products Division

4671 Benefit Ave. 216 - 993-2171 Ashtabula, Ohio 44004

RAILWAY BOOKSHELF

What new force is there on the competitive transportation scene? The new railroads, according to D. W. Brosnan, president of the Southern, in "Transportation Century" (Louisiana State Univ. Press, Baton Rouge, 279 pp., $8.50). Edited by consultant George Fox Mott, the book brings together articles on what's happening in transportation contributed by industry leaders in each mode. Brosnan makes the point that "Mutation rather than mere change and improvement has been the result of what has been going on in the railroad industry." Curtis D. Buford, president of the Pittsburgh & Lake Erie, makes a similar point about the resurgence in railroading. Both admit that an antiquated regulatory philosophy have been a drag on progress, and W. B. Johnson, president of the Illinois Central, sets forth that dilemma at some length. Editor Mott calls transportation leaders "the emerging Fifth Estate" and says that to FDR's Four Freedoms must be added a fifth—freedom of movement.

●

Useful for knowledge of the business climate in which transportation exists is "Contributions to Economic Knowledge Through Research" (47th Annual Report of the National Bureau of Economic Research, New York City, 105 pp., $4.00). The book is smallish for what it covers, but functions mainly as a reference manual, listing research projects in various economic categories being conducted by contributors.

●

Want to get zip code listings for all your customers or sales prospects? A handy book is the 1967 National Zip Code Directory (Zip Code Publishing Co., Milwaukee, 96 pp., $1.00 plus 25 cents for postage). The directory contains over 35,000 U.S. Post Office codes. Oh, yes, the Milwaukee zip code is 53216.

●

No rail fan will want to be without the 1967 Steam Passenger Service Directory (Empire State Railway Museum, New York City, 97 pp., $1.25). This illustrated booklet gives details such as ride descriptions, frequency of schedules, fares, and useful background material on steam-powered, trolley and museum operations on U.S. and Canadian railroads. Fans will also appreciate details that are supplied as to equipment used.

●

Public utilities regulation is outdated in all fields and badly needs revison, according to Dr. John Bauer, author of "Updating Public Utility Regulation: Assuring Fair Rates and Fair Returns" (Public Administration Service, Chicago, 234 pp., $7.50). The author explores all categories of utilities, and has this to say about the railroads: "The need for a shift in regulation is due to the emergence and development of other means of transportation, which have largely destroyed the monopoly position held by the railroads for over half a century." In his view, one hundred years after rate regulation began on the railroads, "they will probably be the first utility industry in which rate control will be shifted or lifted." Dr. Bauer is former director of the American Public Utilities Bureau, and visiting lecturer at numerous universities.

—Joe Asher

Advertisers' Index

ACF Industries, Inc., American Car & Foundry Division 44-45
Aluminum Company of America 22-23
Andec Corporation 52
Bartlett Trailer Corporation ..... IFC
Brandon Equipment Company, Inc. 56
Cardwell Westinghouse Company 59
Cleveland Frog & Crossings Co., Subsidiary of Pettibone Milliken Corporation 57
Container Marine Lines, A Division of American Export Isbrandtsen Lines 24
CPR Division, The Upjohn Company 3
Dalmo Victor, A Textron Division 40
Dow Chemical Company The, Metal Products Department 9
Elgin, Joliet & Eastern Railway Company 36
FreightMaster Division of Halliburton Company ..... BC
Fruehauf Division, Fruehauf Corporation 20-21
General American Transportation Corporation, Freight Car Division 53, 55
German Federal Railroad 65
Great Northern Railway Company 47
Greenville Steel Car Company 51
Illinois Central Railroad 25
Kansas City Southern Lines 28
Kemlite Corporation 62
Kerite Company, The ..... IBC
Lehigh Valley R.R. Company 54
Mack-Brooks Exhibitions Limited 61
MacLean-Fogg Lock Nut Co. 6
Marquardt Industrial Products 37
Molded Fiber Glass Body Company 66
Pittsburgh Forgings Company 61
Pullman Standard, A Division of Pullman, Inc. 26-27
Railway Educational Bureau, The 65
Reading Railroad 40-41
Realco (REA Leasing Corp.) 60
Reynolds Metals Company 38-39
Seaboard Coast Line Railroad 13
Southern Railway System 42-43
Standard Car Truck Company 10
Sylvania Commercial Electronics Division 49
Thermo King Corporation 4
Timken Roller Bearing Company, The 18-19
Union Pacific Railroad 16
United States Steel 14-15
Vapor Corporation 58

HAVE A HEART SUPPORT YOUR HEART FUND

FREE SAMPLE OF IRJ MARKET OUTLOOK LETTER, Published by International Railway Journal, one of the Railway Age family, the Market Outlook Letter gives you first news of contemplated purchases or railway equipment everywhere in the world. Subscription $25 yearly. Request sample copy on your letterhead. International Railway Journal, 30 Church St., New York, N.Y. 10007

TRANSPORTATION EXEC. AVAILABLE
For Trans. Mktg.—Sales Administration with R/R, Equip. Supplier, or Shipper. Experienced sales mgmt., M of W Equip., Frt. Cars and Equip., T.O.F.C. and C.O.F.C equip Presently employed, age 35, coll. grad., current earnings in lower twenties. Box 209, Railway Age, 14 E. Jackson, Chicago, Illinois 6064.

BUY & HOLD UNITED STATES SAVINGS BONDS

FOR SALE OR LEASE
UP TO 400
40'—50 TON USED ALL STEEL BOX CARS
EXCELLENT CONDITION IN NEED OF MINOR REPAIRS
WILL REHABILITATE ACCORDING TO SPECIFICATIONS EITHER IN KIND OR WILL STRETCH OUT TO 50'
FOR INSPECTION CONTACT:
A. A. MORRISON CO., INC.
120 Delaware Avenue
Buffalo, New York 14202
716—854-7713

Hayes Derails
Hayes Bumping Posts
Hayes Wheel Stops
Choice of railroad M W men since 1903
Hayes Track Appliance Co.
Richmond, Indiana 47374

FREDERIC R. HARRIS, INC.
Consulting Engineers
Rapid Transit, Railroads, Highways, Bridges, Traffic & Parking, Airports, Urban Renewal, Water Supply, Sewerage, Buildings, Port Development
Transportation Studies • Reports • Design • Inspection of Construction
300 E. 42nd St., New York, N. Y. 10017
Stamford, Conn.
Washington, D.C.
Woodbridge, N. J.
New Orleans, La.

Gannett, Fleming, Corddry & Carpenter, Inc.
Engineers
TRANSPORTATION, RAIL RAPID TRANSIT, HIGHWAYS
Water, Sewage, Bridges
Airports, Traffic and Parking
Appraisals, Investigations and Reports
HARRISBURG, PA.
Philadelphia, Pa. • Daytona Beach, Fla. • Pittsburgh, Pa. • Medellin, Colombia, S.A.

LOCOMOTIVES FOR SALE OR LEASE
1—44-T G.E. Switcher
1—70-T G. E. Switcher
1—45-T G.E. Switcher
2—100-T 660 HP Alco Switchers
2—100-T 660 HP Baldwin Switchers
15—125-T 1600 HP Baldwin Road Switchers, late model
6—125-T 1600 HP Fairbanks-Morse Rd Switchers, late model
LOCOMOTIVE CRANES FOR SALE
1—40-T Ind Brownhoist, 60 ft boom, excel. cond.
1—25-T Link-Belt, 50 ft boom
Striegel Supply & Equipment Corp.
6001 Chemical Road
Baltimore, Md. 21226

TRAFFIC MANAGERS
When you need fast, dependable, economical
FREIGHT CAR REPAIRS
Use our modern car shops so conveniently situated at Buffalo, N.Y. on the PRR and NYC Railroads, and at East St. Louis, Ill., on the Alton & Southern. We're experts in repairs, reconditioning and painting of all types of freight and tank cars; in lining of hopper and tank cars.
We can redesign and rebuild your present cars to give them greater carrying capacity or greater length to suit today's needs. We also build special purpose cars to your exact specifications. All Morrison car work satisfies AAR specifications and every job is fully guaranteed.
We invite your inquiry by mail or phone.
MORRISON RAILWAY SUPPLY CORP.
Offices: 508 Rand Bldg.
Buffalo, N.Y. 14203
Phone: (AC 716) 856-5820

Advertising Sales Department
C. J. Fisher, vice president—sales, New York

New York, N. Y. 10007,
30 Church St., (212) 964-3060
W. A. Cubbage—regional sales manager
Charles E. Keil—advertising sales representative

Chicago, Ill. 60604,
14 E. Jackson Blvd.
(312) 427-3501
K. F. Sheeran—regional vice president;
Michael C. Shea—manager railway sales
John M. Brennan
Peter Hoagland
—advertising sales representatives

Lakewood, Ohio 44107,
12700 Lake Ave., Apt. 1310
(216) 226-8038
Harry H. Melville—vice president

Pittsburgh, Pa. 15219, Room 720,
(412) 471-7871
Frick Building
William M. Champion—district manager
Ross Mandic—advertising sales representative

Atlanta, Ga. 30309,
22 Eighth St., N. E.,
TRinity 2-6720—J. S. Crane

Dallas, Tex. 75219,
3636 Cedar Springs (#207)
(214) 521-2322
Joseph Sanders

Los Angeles, Cal. 90017,
1313 West Eighth St.
(213) 483-8414
Fred Klaner, Jr.

San Francisco, Cal. 94133,
515 Pacific Ave.
(415) 421-7004
Lewis A. Vogler & Co.

London S. W. 1, England
TRafalgar 6318
67/68 Jermyn St., St. James's
Max F. Holsinger, Peter Clifton, F. E. Mizen

Manchester 22, England
Haletop
Wythenshawe Civic Center
Ian Goulden

Paris, 8e, France
70 Rue de Ponthieu
Philippe Chaudron

4 Düsseldorf-Rath
Eitelstrasse 32
Max F. Holsinger,
E. Hillerbrand, Herbert Haibt,
C. W. Schmidt, Reinhard Schomburg

Tokyo, Japan
Sun Gain Shia, Ltd.
Shiba Nikkatsu Bldg.
13, Shiba Park
Minato-Ku
C. H. Yiu, Managing Director

VIEWPOINT

Budget-cutting: How to spite your face

Government all too frequently seems to lay itself open to accusations that it's pouring money down ratholes, that it spends with gay abandon on projects which have only faint chance of success. Now, however, government may be on the verge of getting the rap from the opposite direction—for refusing to make an expenditure, an investment, which the experts say has a good chance of making it.

The point in question involves an appropriation requested in the Department of Transportation's budget for the auto-on-train research project which would be carried out over Seaboard Coast Line between Alexandria, Va., and Jacksonville, Fla. The requested sum — $3,511,000 — was cut from the D.O.T. kitty by the House Appropriations Subcommittee. Now, the fight's on before a Senate subcommittee to get the money back.

In presentations to the Senate group, railroad people have rather clearly established a number of points: (1) The project should not be delayed, in light both of the worsening rail passenger situation and of increasing congestion on the highways; (2) the industry, and the specific company involved, are not in position financially to go ahead with the demonstration without the proposed federal investment; (3) government's loss would be relatively slight if the project failed, and the risk may be minimal because evaluations of the operation indicate "a reasonable possibility of success not only from a passenger-attracting standpoint but more importantly from an economic standpoint."

SCL President W. Thomas Rice says his road has received a substantial volume of mail and phone inquiries regarding the auto-on-train service.

Failure, in this specific project, isn't contemplated, except as the routine possibility that exists in any experiment. Even more to the point, however, may be the emphasis given both by Rice and by AAR President Thomas M. Goodfellow to the need for solutions to the over-all problem of moving people. In view of the magnitude of the problem and the nation's vital interest in its solution, Goodfellow told the Senate group, "the provision of adequate funds to D.O.T. in order to carry out essential research and development programs and demonstration projects seems indeed a modest price."

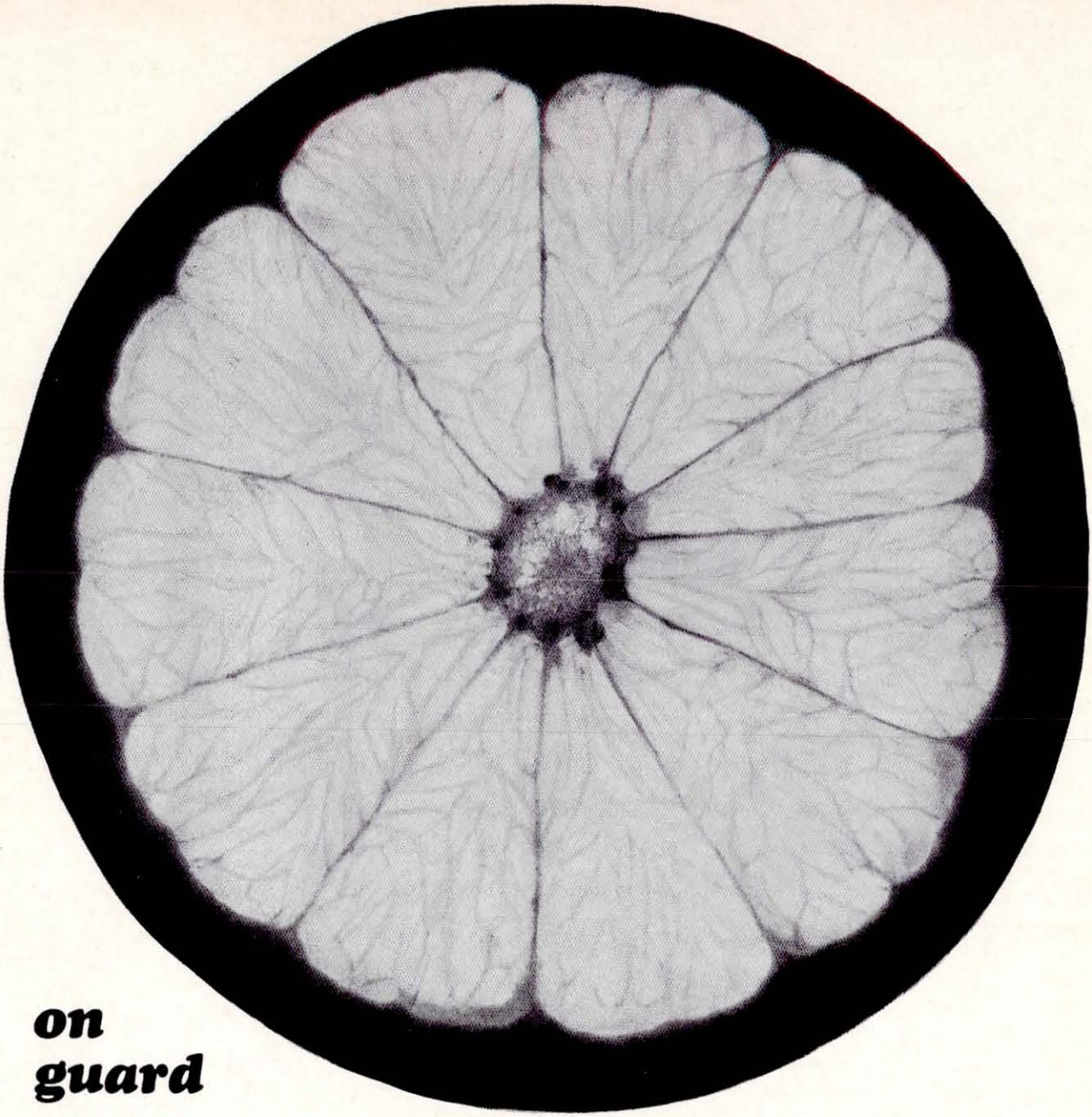
In view of what's happening in Washington, maybe it would be wise to review a comment made not so many weeks ago by A. Scheffer Lang, D.O.T.'s federal railroad administrator. Lang was talking of research, and he said, among other things, that the federal government "has a commitment to the future and this commitment finds one important expression in the conviction of this administration that research is both important and necessary." Of course, he added, the federal government "can never plan for the railroads or do their research for them nearly so effectively as the railroads and the railroad supply industry can do these things themselves—if only they will."

It may be more than a bit ironic: Seaboard Coast Line is ready and willing to do its part. And it's Congress that seems to have forgotten its commitment to the future.

Object-lesson for union chiefs

In the wake of the recent unpleasantness—the short-lived shopcraft walkout—the bickering has broken into the open. Union people are assessing blame, and the blame is falling on their own. As one brotherhood observer has put it, privately, the labor movement for 30 years or more has been suffering from the rash moves of its leaders. And while Taft-Hartley and Landrum-Griffin were bad enough, in this observer's view, they can't really compare with what's being visited upon organized labor now—compulsory arbitration, sugar-coated or not.

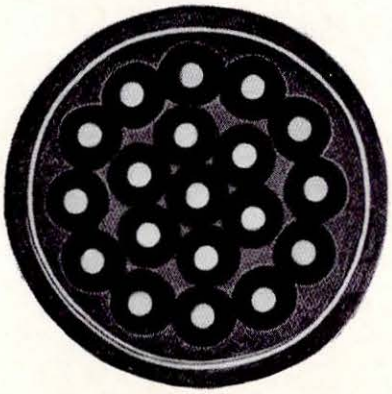
That's the attitude that immediately develops. Maybe it will have its effect, in toning down the kind of militancy that leads to strife. But in the meantime, perhaps brotherhood people ought to pay close attention to shipper reaction to the shopcraft work stoppage, as reported in the Railway Age Traffic Poll (see page 46). Certain figures leap out from the printed page: Twenty of the 33 shippers who planned to offset strike effects diverted traffic to other modes; 43 reported actual diversions, in this briefest of strikes. Transportation, it's generally agreed, is a perishable product. Maybe it should be realized that customers, too, are perishable.



on guard

This is a "slice of life"—to be explicit, what you see when you cut a grapefruit in half. The rind of a citrus fruit is an amazing combination of porosity and toughness invented by nature to nourish the vitamin-rich juice of the fruit until its full maturity. Its protective "shell" is exactly right for the job it has to do.

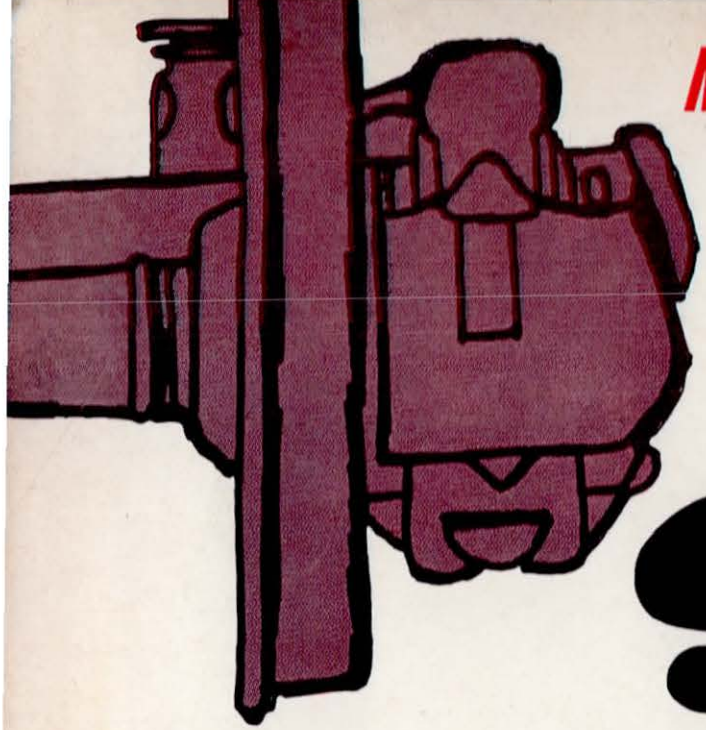
Below is a "slice of cable"—or what you might see in the cross-section of a cable. Nature makes several brands of grapefruit, but Man makes only one brand of Kerite, to provide the proved protection you need. If your father put in Kerite, it's still working for you; the Kerite you put in will serve your son. The Kerite Company, 30 Church Street, New York, N. Y. 10007.



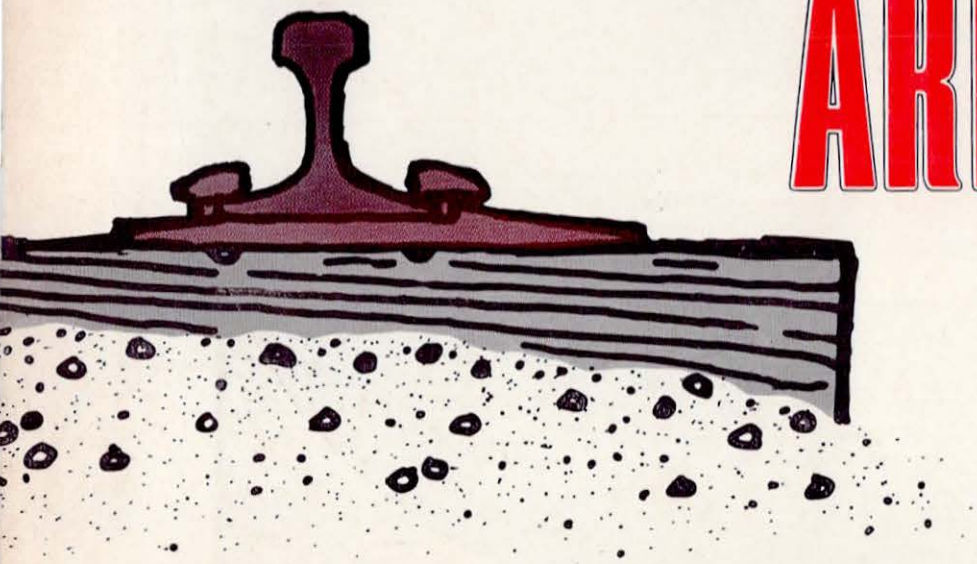
Kerite

the cable that lasts... and lasts... and lasts...

New Engineering Concept for Controlling Car Sway and Wheel Lift



SWAY ARRESTOR



Whip excessive freight car sway and wheel lift with FreightMaster's new Sway Arrestor . . . a low cost, easily installed solution that helps dampen out sway problems in long, heavy or high center of gravity cars.

Designed to stop harmonic action build-up before sway reaches a critical stage, Sway Arrestors incorporate a totally sealed hydraulic system that is used to precisely control the spring closure rate of any friction dampened truck. Over the road tests show Sway Arrestors reduce sway, virtually eliminate wheel lift without deterioration of ride. High speed performance is excellent.

Installs As Easily As Changing A Car Spring.

Sway Arrestors install in any friction dampened truck at any rip track without special tools. Merely replace a spring in the center of the cluster of each of the spring groups. The complete car set of four Sway Arrestors weighs less than 120 lbs.

Your FreightMaster Sales Engineer can give you the complete Sway Arrestor story. Call him or write us direct for the details on this new and profitable car and cargo protection idea . . . on the level!

Plan Now To Attend FreightMaster's New Concepts Show. You'll see new FreightMaster ideas for car and cargo protection, actual impacts and other tests plus a personal tour of FreightMaster's new Research Car . . . the industry's most modern rolling laboratory.

FreightMaster®
A DIVISION OF HALLIBURTON COMPANY

424 West Vickery Boulevard □ Fort Worth, Texas 76101
(817) ED 5-3046 □ In Canada, contact Hawker Siddeley Canada Ltd., Montreal □ In Mexico, contact ARMENDARIZ S. de R.L. de C.V., Marconi Número 2-37, Mexico 1, D.F.

END-OF-CAR HIGH-CAPACITY HYDRAULIC CUSHIONING SYSTEMS

Circle 2 on reader service coupon